Right now I am sitting in my chair looking out the window at the snow falling in Saranac Lake. This will be one of the last times in this chair looking out the window at the beautiful winter wonderland. I love this place but my needs have changed. It is time to move on and open another chapter in my life.

One thing that puzzles me most is why are people so resistant to change? Change can be difficult but at the same time it opens new doors. I like change! It rejuvenates me and gives me reason to be excited everyday. If we all did the same things every moment of our lives how dull would life be? Both personally and professionally I greet change with open arms. Embrace it!

The following is a story about a Philosopher who walks into a classroom with an empty jar and a box of stuff.

On the podium, he puts this large empty jar and fills it with golf balls. He asks the students if the jar is full. Everyone raised their hands, “yes,” it is. Then, he took a box of pebbles and poured that into the jar and filled it up. He asks the students if the jar is full. They said “yes.” He said “one moment.” He took out a box of sand and poured it into the jar and filled it up. He asks the students if now the jar is full. They said “yes.” Underneath the podium he took two cups of coffee and poured them into the jar.

What he said to his class – here is the lesson: “That big empty jar is your life. In it are the golf balls. Those golf balls are the things that should be so important to you in life. Your family, your children, yourself, your own well being, your community. The pebbles represent your career, your job, car, house, that often become important. The sand is all that stuff we all worry about, whether we are going to [continued pg. 6]

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News Updates

Saratoga Dental Congress 2013

Don’t forget to sign up for this year’s Saratoga Dental Congress, which will take place on May 23rd and 24th. You should have received the brochure with registration forms in the mail. The brochure is also available for download on the website [www.4thdds.org]. We have an exciting program planned including the following speakers: Dr. John Cranham, Mr. Timothy Twigg, Ms. Colleen Rutledge, Dr. Garry Bey, and The Madow Brothers. A full day Hands-On Hygienist Course will be offered on Thursday, the 23rd, and a CPR/AED for the HealthCare Professional Course will be offered at various times throughout the 2-day event. Registration fees will increase after April 18th.

Hurricane Sandy Relief

NYSDA and the ADA have partnered to provide relief for the affected dentists on Long Island and Manhattan. The Fourth District Dental Society has donated $10,000 to the relief effort, in addition to the many who have contributed individually. As of Jan, 17th, 2013, over $440,000 was raised and $315,000 of that has been distributed to over 60 individuals. If you would like to donate please visit www.nysdentalfoundation.org/disaster-relief.html.

4th Annual Golf Outing

Save the date, Friday, September 13th, for another great day of golf and continuing education at the Hiland Golf Club in Queensbury. The NYSDA Risk Management course will be presented in the morning by Dr. Fred Wetzel and John VanDenburg, Esq. More detailed information will be coming soon, please watch for your invitation.

Fourth District Online Member Directory

The directory is now online for members only to access with a password. Please call Nancy Hess at the district office for information on how to log in for the initial setup. There will now be the ability to add practice names, websites, and multiple office locations. Please watch for the member information update form and, as always, please let us know of any email, phone, or address changes as soon as possible.

NYS Dental Assistants’ Assoc. Annual Meeting

Please remind your Dental Assistants to save the date for their Annual Meeting, Saturday, April 13th, at Hudson Valley Community College in Troy. Topics include digital radiography and NYS dental assisting law. Registration is at 8:00 AM and refreshments and lunch will be provided. The fee for the full day course is $35 and registration and payment are due by April 1st. Please contact Ann Gallerie at a.gallerie@hvcc.edu with any questions or for further information.
New Dentist Meeting

Over 35 were in attendance for the New Dentist Meeting held at Angelo’s Prime in Clifton Park on November 8th. Jonathan Miller from Bank of America Practice Solutions presented, “Preparing for Practice Ownership – A Guide to Avoiding the Pitfalls of Starting or Buying a Dental Practice.” This was followed by a talk on “Reputation Marketing – What’s Your Star Rating? Creating, Managing, and Building a More Attractive Online Reputation,” given by Alex Pruzinsky of Demand Force. This event provides an excellent opportunity for the new dentists in our district to get to know each other.

ADA Books Available for e-Readers

ADA e-Books are now available for both the Amazon Kindle and the Barnes and Noble Nook, making these perfectly portable for work travel. Visit the Amazon Kindle Store or BarnesandNoble.com for a complete list of all the ADA titles available. Books are also still available as hard copies at adacatalog.org or by calling 1-800-947-4746.
Women Dentist Reception

On December 6th the Fourth District Dental Society hosted approximately 35 members at the Gideon Putnam Resort and Conference Center in Saratoga Springs for a dinner reception with continuing education. The American Dental Association Membership Program for Growth has helped to make the Women Dentist Meeting a popular repeat event in our district. We would like to offer sincere thanks to NYSDA President, Dr. Deborah Weisfuse, and Chair of the NYSDA Council on Membership and Communications, Dr. Maria Maranga, for traveling to our district to speak at the event. Mrs. Erin Sandmann gave a thought-provoking presentation on staff personality types as it relates to communication in the office. Dr. Nancy Cavotta, a pediatric dentist in Latham, then gave a wonderful and interactive presentation on management of the pediatric patient. It was a great opportunity for this segment of the membership to get together for a social gathering and simultaneous educational meeting. The meeting was funded in part by a grant from the ADA Membership Program for Growth (MPG). Thank you also to Nancy Hess, executive director of the Fourth District, and Dr. May Hwang, membership chair, for organizing the event.
get caught running the red light, we are going to get stopped at the corner. All those things are tremendously important to us.” He said, “if you fill the jar with sand, you have no room for the other things important in your life. The same thing is true if you think about the pebbles. As you go ahead and move through your life, always re-evaluate that situation, always re-evaluate what you are doing in your life.”

How many of us put too many pebbles in the jar and not enough golf balls? I wish I had put more golf balls in the jar. Think about what is important and what matters. That is why change is important. In case you were wondering, the coffee is a reminder that no matter how full your life is there is always room for coffee with friends.

For me, I look forward to the changes and challenges of being President of the Fourth District Dental Society. We have a great district that we can all be proud of. Get involved and participate. Attend the Saratoga Dental Congress or any of the regularly scheduled meetings. Volunteer to help out with the local county societies or serve on a committee or the Board of the Fourth District. Step up, challenge yourself to change, and open up some wonderful opportunities.
The 2013 Installation of Officers took place on Friday, January 11th, at the Seven Horse Pub and Restaurant in Saratoga Springs. The evening had a Mardi Gras theme in tribute to the next ADA Annual Session New Orleans. Dr. Wayne Harrison was recognized and thanked for serving his second term as President for our district. Dr. Harrison then passed the gavel to incoming President, Dr. Douglas A. Sandmann who spoke about his plans for his upcoming term.

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**Annual Installation Dinner**

**Fourth District Officers for 2013**

President                  President Elect              Vice President  Treasurer  
Dr. Doug Sandmann       Dr. Loren Baim        Dr. Adrienne Korkosz       Dr. H. John Schutze

**Member Get A Member**

Building the future of our profession ... together!

**Share why you belong to the #1 organization representing all dentists.**

Any ADA member dentist is eligible to participate in the 2013 ADA Member-Get-A-Member Campaign. With your help:

- The ADA benefits by representing another member dentist.
- The new member you recruit benefits by taking advantage of membership.
- You benefit by strengthening the ADA and sharing membership with another colleague — plus there are incentives and prizes for recruiters!

For details and complete campaign rules visit ADA.org/MGAM.

**Don’t Delay!**

The ADA Member-Get-A-Member campaign runs through September 30, 2013. For resources to assist your recruiting efforts, plus complete guidelines and rules visit ADA.org/MGAM, send an email to mgam@ada.org or call 800.621.8099.
Dr. George T. Amann passed away on Friday, December 14, 2012 at Saratoga Hospital. Born in Troy on April 28, 1942 to the late Ludwig Alois, Sr. and Teresa Elizabeth (Holland) Amann. He is the husband of Anne (Cononica) Amann. Dr. Amann was a graduate of Mechanicville High School, class of 1959. He attended Siena College and graduated from the State University of New York at Buffalo with a BA in Biology. He attended the College of St. Rose and graduated with Thesis Honors in 1976 from SUNY Buffalo, School of Dentistry. He was a former science teacher in the Greater Amsterdam School District and was the owner of Dr. George T. Amann Dentist Office in Mechanicville. He was a past captain and president of the J.L. Short Hook and Ladder Co. #1, and was a past safety officer of the Mechanicville Fire Department, where he served for 52 years. In his spare time George enjoyed construction, music, classic cars and above all his family, grandchildren and patients and he "always liked a good joke". Memorials may be made to the Mechanicville Fire Department, 54 North Main Street or the John H. Ahearn Rescue Squad, 58 North Main Street, both of Mechanicville, NY.
Fourth District Dental Society
855 Route 146, Suite 125
Clifton Park, NY  12065

Fourth District Newsletter

Saratoga Dental Congress

The Meeting At The Springs
Thursday, May 23 & Friday, May 24, 2013
Saratoga City Center