Preparing for 2021 from a Dental CPA’s Perspective

Speaker: Allen M. Schiff, CPA, CFE

Sunday, January 17th
9 AM to 11 AM on Zoom

Access to the webinar and CE credits will be available to all members in good standing.

Registration is REQUIRED.

Bring Your Own Bagels!

The Alpha Omega International Dental Fraternity is designated as an Approved PACE Program Provider by the Academy of General Dentistry. The formal continuing education programs of this program provider are accepted by the AGD for Fellowship/Mastership and membership maintenance credit. Approval does not imply acceptance by a state or provincial board of dentistry or AGD endorsement. The current term of approval extends from 2/1/2019 to 1/30/2023. Provider ID# 218948

Cancellation Policy: Cancellations for non AO members will be accepted up to 3 days before the date of the course, without penalty. After that, no refund will be given.
Cost for non-members: $50. Please RSVP via the Evite or via email to Fred Simon at fhsimon@gmail.com

Course Contact: Dr. Fred Simon at fhsimon@gmail.com
CE Hours: 2.0 AGD Subject Code: 550

All lectures and events brought to you by our Gold Sponsors: John Hasenberg, The Hasenberg Hartsock Group, HIOSSEN, Keystone, and Sandy Spring Bank
Title of Lecture: Preparing for 2021 from a Dental CPA’s Perspective

Speaker Name: Allen M. Schiff, Dental CPA

Course Description: This course is designed to help the Dentist navigate through the maze of Financial decisions confronting him as we enter 2021.

Learning Objective(s):
At the end of this course, you would have learned the following:

- When to file for PPP Loan Forgiveness
- How does the “Taxability” of your PPP Loan help you?
- How do you qualify for round 2 of the PPP Loan Funding
- When to paydown your EIDL Loan
- When to repay your EIDL Grant
- How to obtain forgiveness with your Phase 2 HHS Grant
- How to obtain forgiveness with your Phase 3 HHS Grant
- 2021 Tax Law Changes surround Meals & Entertainment
- How to create a Cash Flow Budget for 2021 using the concept of variable & fixed costs
- How to develop your Breakeven Point for 2021
- Questions & Answers – ask the Expert!
Course Information

About the Speaker:

Allen Schiff is the managing member of Schiff & Associates, LLC (S&A). Prior to forming S&A, Allen was a partner with Smart & Associates (formerly Grabush, Newman) for 30 years and was their practice leader for dental practice management services. Allen has over 35 years of experience in the areas of dental practice management. Allen's services include business planning to include obtaining financing, succession planning, exit strategies and long-range planning. Allen has assisted dentists with practice acquisitions, start-ups, operational analysis and associate contract analysis.

Allen received his BS degree in accounting from the University of Baltimore (June 1975) and is an accomplished speaker on topics such as dental practice management, transition planning, choosing a dental CPA, obtaining financing, identifying embezzlement in the workplace and business start-ups.

Allen has published numerous articles within the dental industry and can frequently be seen in Dental Economics, as he is a contributing writer to the magazine. In 1998, Allen earned the designation of Certified Fraud Examiner (CFE), having the expertise to resolve allegations of fraud, obtain evidence, take statements, write reports, testify to findings and assist in the detection and prevention of fraud and white-collar crime. Recently, Allen has received the SMART CEO award 6 out of the last 7 years as one of the Top CPA’s in the State of Maryland, most recently awarded in May 2015.

Allen is the President of the Academy of Dental CPAs (www.adcpa.org). This group of very knowledgeable CPA firms across the nation specializes in practice management services to the dental industry. He serves on the ADCPA Executive Committee and is Chairperson of the ADCPA Marketing & New Members Committees. The ADCPA combines its outstanding resources and expertise to share information and jointly develop resources to better serve the dental community.

Allen enjoys sharing his dental practice management knowledge. He has presented numerous times to the ADA (American Dental Association), the AGD (Academy of General Dentistry), AAPD (American Academy of Pediatric Dentists), ASDA (American Student Dental Association), local Mid-Atlantic societies, as well as various dental study clubs. For the last 35 years, Allen has taught at a local dental school as well as 8 other national dental schools on the subject of dental practice management. Allen is a current Board Member of the Maryland State Dental Association Foundation as well as a Consultant to the ADA.
Dear AO Fraters:

We hope that you, your family, and your friends are well during these difficult times. We hope everyone had a safe and healthy Hannukah and Christmas Holidays!

COVID-19 has vividly reminded us now more than ever of how precious life is and of what is most important to us. On November 18, 2020 at the age of 71, we lost Dr. Richard Meltzer. Dr. Meltzer was a longtime and avid member of AO. Richard graduated from the University of Maryland and Georgetown Dental Schools and completed a residency at Providence Hospital. He ran his private dental practice in Aspen Hill for the past 40 years, providing care to thousands of patients and making their lives better. He was known as the "singing dentist," for his beautiful voice, and was also renowned for his caring manner and painless procedures. He was a pioneer in IV sedation in the dental office and served in numerous professional associations such as Alpha Omega Dental Society, Maryland Board of Dental Examiners, as a Diplomate of The American College of Forensic Dentistry, and he was the volunteer Dental Director of the dental clinics at The Hebrew Home. We will always remember Richard for his tireless volunteerism, dedication and support to our chapter. Dr. Meltzer will always be remembered and never be forgotten. He will be honored by Alpha Omega and awarded the Presidential Award.

2020 has been very different compared to years past, but the one thing that did not change was the resiliency and strength of our Chapter. Our chapter bonded together and promoted the camaraderie and the Judaic ideals set forth by Alpha Omega. Although we could not meet in person this year, we should be proud of our accomplishments. The executive board worked tirelessly to organize a stellar, second to none continuing education program. This past year, we featured nationally recognized speakers, Drs. Dennis Tarnow and Stephen Chu. Our winter and spring meetings will feature Allen Schiff, Jackie Dorst and our joint meeting with Maimonides will feature Dr. Gerard Chiche. The meetings will be held virtually.

I would like to wish you and your families a happy, healthy and prosperous New Year!

Sincerely,

Tassos Sfondouris, DDS, MS
Diplomate, American Board of Periodontology
President, Alpha Omega, DC Chapter
AO AWARDS

- Richard Meltzer received the Trudi Birger Service Award.
AO AWARDS

On December 27, 2020 at the virtual AO Convention Chapter President Tassos Sfondouris received the Alpha Omega International Presidential Citation for recognition of his efforts on behalf of the Washington, D.C. chapter and Alpha Omega.

Please send news and photos of fraters, families and staff that you would like to share with the chapter to

JENNIFERTIPOGRAPH@GMAIL.COM
A very big thank you to our amazing sponsors for the 2020-2021 year. We really appreciate your support.

- John Hasenberg, The Hasenberg Hartsock Group
- Hiossen
- Keystone Dental Group
- Man and Machine
- Sandy Spring Bank
- Schiff & Associates
- Southern Dental Implants
- Straumann
- Tokuyama, KuraRay
September 13, 2020
4 pm
Annual Officer Installation
Spouses, partners,
significant others and guests
invited

at PINSTRIPES
Rooftop patio

October 20, 2020

“Interdisciplinary Approach
for Treating Esthetically
Compromised Implants”

Dr. Dennis Tarnow
6:30 – 8:00 pm online

November 17, 2020

“Aesthetic Complications and
Solutions with Immediate
Tooth Replacement Therapy”

Dr. Stephen Chu
6:30 – 8:00 pm online

January 17, 2021

Sunday
Brunch & Learn
10 am – 1 pm
at PINSTRIPES

February, April and May
meetings begin at 5:30 PM

PINESTRIPES
Pike and Rose
11920 Grand Park Ave
N. Bethesda, MD

February 16, 2021

“Infection Control Update”
Ms. Jackie Dorst
at PINSTRIPES

March 19, 2021
***Friday***
8:00 am – 3:00pm
“Smile Design, Bonding and
Esthetic Materials Update”
Dr. Gerard Chiche
Joint meeting with The
Maimonides Dental Society
***Maggiano’s***
5333 Wisconsin Ave. NW
Washington, DC

April 20, 2021

“Common Medical
Emergencies in the
Dental Office”
Dr. John Brewer
at PINSTRIPES

May 18, 2021

“Ozone Therapy”
Dr. Marc DiNola
at PINSTRIPES

If governmental restrictions do not allow in person gatherings
our winter & spring meetings will be held online.

www.alphaomegawashingtondc.org
Board Meeting Dates

**Fall Board Meetings will be held using ZOOM webinar conferencing**

- February 2, 2021
- March 2, 2021
- April 6, 2021
- May 4, 2021
The ALPHA OMEGA ILLINOIS CHAPTER invites you to the Tikkun Toolbox: Understanding Race Through a Jewish Lens free to all members, friends, and family

AO CELEBRATIONS

PLEASE SEND NEWS AND PHOTOS OF FRATERS, FAMILIES AND STAFF THAT YOU WOULD LIKE TO SHARE WITH THE CHAPTER TO

JENNIFERTIPHOGRAPH@GMAIL.COM
Local News and Announcements

• Sadly we report the passing of Frater Richard Meltzer on Wednesday, November 18, 2020.
• With sadness we report the passing of David Meltzer (brother of Frater Richard Meltzer) on Friday, November 13, 2020. Services will be held privately.
• With sadness we report the passing of former Frater Albert Postal on Friday, November 13, 2020.
• ALPHA OMEGA WISHES FRATER JAY SAMUELS A SPEEDY RECOVERY
• With sadness we report the passing of Geraldine Dubin, mother of Joanne (Frater David) Schneider on Thursday, January 7th

Harford DAD
January 30, 2021

MID-MD MOM
September 2021

Eastern Shore MOM
April 1-2, 2022

Please send photos, updates, and announcements to Jennifer Tipograph at jennifertipograph@gmail.com
Member of the Month: Neel Patel

Dental School: University of Pennsylvania Dental School

Years in Practice: 6 years

Type of Dentist: Oral and Maxillofacial Surgery

In AO since: August 2020

What AO means to me: Ability to obtain high quality and diverse continuing education opportunities, engage with alumni through locally hosted gatherings, promote oral health and awareness

Areas of special interest in dentistry: Facial trauma, craniofacial orthognathic surgery, full mouth rehabilitation

Favorite vacation: South Africa, Cape Town/Stellenbosch area

Area of interest outside of dentistry or something people would like to know about me: Yoga, biking
ABOUT ALPHA OMEGA
INTERNATIONAL DENTAL FRATERNITY

MISSION
To offer dentists, oral health professionals and students a welcoming fraternal community that honors the organization’s Judaic heritage, provides opportunities to attain professional excellence and promotes access to oral health care for all.

VISION
Alpha Omega envisions communities where everyone has access to oral health care and whose members can contribute to the well-being of others.

VALUES
- **Integrity:** Acknowledging and demonstrating that our core values guide our commitments and actions
- **Compassion & Inclusion:** Engaging all who share our core values to participate in our efforts to realize our vision
- **Generosity:** Sharing our knowledge, skills and resources to promote oral health as well as personal and professional growth

PRINCIPLES
- Access to oral health and wellness
- Promoting social justice
- Tikun Olam (Repair an ailing world)

COMMUNITY OUTCOMES
Establishing and nurturing high-trust networks and relationships to realize our full potential for personal growth and professional achievement. Providing avenues for oral health professionals to contribute to improve the health and wellbeing of their local and global communities.

EXECUTION STRATEGIES
- Provide high-quality and diverse continuing education opportunities
- Nurture oral health care students by inclusion in alumni activities as well as mentorship by individual alumni
- Engage alumni families through locally hosted social gatherings
- Engage and welcome all dental professionals to share our vision and principles

PHILANTHROPIC ENGAGEMENT
- Raise awareness of the integral nature of the Alpha Omega Foundations, funds and trusts to the realization of our mission and vision, especially its support for dental education in Israel
- Increase awareness and advocate for improved access to oral health care throughout the world
- Partner with like-minded organizations to promote social justice and improve oral health, such as donating our time and talent for the care of Holocaust Survivors in need
Holocaust Survivors Program News

Dear AO DC Chapter Members & Maimonides Members,

We hope that you and your families are well and adapting to the “new normal” way of life.

Thank you for participating in the Alpha Omega-Henry Schein Cares Holocaust Survivors Oral Health Program and we are counting on you and your colleagues to continue providing for these patients with expert care, dignity, and compassion, restoring their oral health. Last year the Washington, DC area program treated 97 patients and the value of the donated dental care was over $171,000. Thank you!

There are many more Holocaust survivors in the area who need our assistance and we have a shortage of dentists. Their need for help continues to grow. Some of our providers have retired; others see patients on a continuing care basis and may not be able to take on new patients at this time.

According to JSSA there are 383 low income survivors who qualify for the program. Many of our clients are frail and have mobility challenges; and while we have some providers in the District, the length of time in the car and driving into the city can cause stress and anxiety. Most Virginia clients prefer to remain in Virginia and most Maryland clients prefer to remain in the Rockville/Silver Spring area. Additional dentists are needed in Northern Virginia and Rockville/Silver Spring.

JSSA is able to utilize the funds that would have otherwise been spent on dental care for other unmet needs including medical fees, rent, utilities, nutrition programs, and minor homecare modifications.

We are aware of the new challenges that we as dentists are facing but the need for dental care in this vulnerable population continues. If you have not seen a patient, or are willing to see a new patient, please let us know or let Bernice Edelstein, the program’s manager, know at bedelstein@ao.org or 240-876-3330. If you have a colleague who might like to join, let us know too. You will be performing a mitzvah, restoring a smile.

With sincere appreciation,

Dr. Alan Singer docextract@aol.com

Dr. Steve Kahan jkahan5454@verizon.net

Dr. Paul Cohen cohendds@aol.com

Please send photos, updates, and announcements to Jennifer Tipograph at jennifertipograph@gmail.com
**Are you looking to hire a new associate, assistant, or staff member? Equipment to sell or buy? Whatever your needs, please submit your classified ad by emailing it to our editor!**

- Associate position available 1-2 days a week in Bethesda, MD that could lead to eventual equity ownership. Please contact Frater Dr. Bernard L. Greenbaum at greenbaumdds@aol.com or 301-530-3600

Please send your classified ads to Jennifer Tipograph at jennifertipograph@gmail.com
We’re bullish on the future. Yours.

The world is changing fast. While change can provide opportunities, it also raises questions about the future. Through honest conversations about your life and your priorities, we’ll find out what you want your future to look like, and develop a strategy together to help make it happen.

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The Hasenberg Hartsock Group
John Hasenberg, CRPC®, AAMS®
Senior Vice President
Senior Financial Advisor
john.hasenberg@ml.com

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ALPHA OMEGA TRIBUTE FUND

To show that you care, send an ALPHA OMEGA TRIBUTE FUND CARD. It is a tax-deductible DONATION that, through the AO Foundation, benefits charitable causes, including the Israeli dental schools & our own Hebrew Home & other charities. There is a minimum $10 donation per card. GOLD cards are $36 & PLATINUM cards are $100. Special insert cards are included for larger donations & an * * next to the Donors' name denotes the larger donation. THANK YOU notes sent are a minimum $36 Gold card donation. Those on 'automatic send' get the following bulk rate: 6 cards for $36 and cards may be purchased in bulk to write & send yourself.

Please CALL with information about AO Members even if you are not sending as card.

CONTACT Phyllis Blum at 301-762-6832 or e-mail phyllisblum@verizon.net

THOSE CARDS SENT AFTER December 19, 2020 WILL APPEAR IN THE NEXT ISSUE.

IN MEMORY OF:

Dr. Steven Weisberg, husband of Ilene Michele & Roger

Elaine Richman, wife of FL AO Paul Richman Phyllis & Sam Blum Laura & Arnie Feldman Ellie & Steve Kahan
David M. Meltzer, brother of Richard Meltzer & family & husband of Sherry Meltzer & family
Alpha Omega Washington DC
Phyllis & Sam Blum
Suzanne & Andy Lasky
Sharon Brown & Michael Pollowitz
Linda & Steve Cohen
Batia & Jeff Cross
Lisa De Marco & Len Goldman
Jane Nankwenya & Stan Dorrow
Adam Frieder
Laura & Arnie Feldman
Diana Winters & Steven Guttenberg
Sheri & Alan Heller
Ellie & Steve Kahan
Sara & Michael Landy
Amparo & Rich Levy
Leslie & Rustin Levy
Jennifer & Israel Puterman
Nancy & Jay Samuels
Dini & Bob Sanker
Stacy & David Schlactus
Joanne & David Schneider
Jennifer & Andrew Schwartz
Fred Simon
Lily & Neil Starr
Joan & Michael Stern
Jennifer & Stuart Tipograph
Linda & Dennis Winson
Sheila & Fred Stempler
Wendi Levine & Hall Sisson

Former AO Albert Postal husband of Gloria Goldberg Postal & family
Phyllis & Sam Blum
Laura & Arnie Feldman
Michele & Roger Spott
Morris Antonelli
Washington DC Chapter member Richard Meltzer, husband of Helene & family
  Washington DC AO Chapter
  Phyllis & Sam Blum
  Sharon Brown & Michael Pollowitz
  Bonnie Kramer & family
  Batia & Jeff Cross
  Jane Nankwenya & Stan Dorrow
  Julie & Roy Eskow
  Adam Frieder
  Lisa DeMarco & Len Goldman
  Diana Winters & Steven Guttenberg
  **Barbara & Howard Goldberg
  Sheri & Alan Heller
  Amparo & Rich Levy
  Leslie & Rustin Levy
  Jennifer & Israel Puterman
  Nancy & Jay Samuels
  Dini & Bob Sanker
  Stacy & David Schlactus
  Joan & David Schneider
  Jennifer & Andrew Schwartz
  Fred Simon
  Brenda & Tom Sokoly
  Sheila & Fred Stempler
  Lily & Neil Starr
  Jennifer & Stuart Tipograph

Lila Mensh, mother of Stacy (DC Member David) Schlactus & family
  Washington DC Chapter
  Phyllis & Sam Blum
  Morris Antonelli
  Suzanne & Andy Lasky
  Ellie & Steve Kahan
Sharon Brown & Michael Pollowitz
Batia & Jeff Cross
Stan Dorrow
Adam Frieder
Lisa De Marco & Len Goldman
Sherri Greenbaum
Diana Winters & Steven Guttenberg
Sheri & Alan Heller
Sara & Michael Landy
Amparo & Rich Levy
Leslie & Rustin Levy
Jennifer & Israel Puterman
Nancy & Jay Samuels
Dini & Bob Sanker
Joanne & David Schneider
Jennifer & Andrew Schwartz
Fred Simon
Lily & Neil Starr
Jennifer & Stuart Tipograph

Cindy Schiff, wife of Allen Schiff
Alpha Omega Washington DC
Chapter

Dr. Michael Zimmerman, husband of
Rydell Zimmerman
Michele Simon Spott & Roger
Spott

Lauren Barber, daughter of Rebecca &
Sanford (Sandy) Barber & family
Phyllis & Sam Blum & Sarah
Blum Mittelberg

Eleanor S. Field, mother of Noreen & Michael
Friedman & grandmother of Gabriela
Phyllis & Sam Blum & family
CONGRATULATIONS TO:

Cheryl & PIP Howard Pranikoff on the Bat Mitzvah of their granddaughter, Abigaile
Phyllis & Sam Blum

GET WELL TO:

Florida AO & PIP Howard Pranikoff
Laura & Arnie Feldman
Phyllis & Sam Blum
Ellie & Steve Kahan

Donna Spier
Michele & Roger Spott

GOLD TO:

AO PIP Howard Pranikoff for a speedy & full recovery
Joan & Michael Stern

FL AO Paul Richman in Memory of his wife
Elaine
Michele & Roger Spott

Richard Meltzer & family in memory of his brother, David M Meltzer & husband of Sherry Meltzer & family
***Sherri Greenbaum & family

Helene Meltzer & family in Memory of Richard Meltzer, husband, father & grandfather & uncle
***Sherri Greenbaum & family
Suzanne & Andy Lasky
Alpha Omega Tribute Fund

Joan & Michael Stern  
Diane & Howard Benson  
Nancy & Jeff Balter  
Michele & Roger Spott  
Roz & Vic Wigman  
Laura & Arnie Feldman  
Ellie & Steve Kahan  
Morris Antonelli  
Janet Baldinger  
Debbie Elcock & Sy Bloom  
Wendy & Charles Cooper

Stacy (DC Member David) Schlactus & family  
in Memory of her mother, Lila Mensh  
Brenda & Tom Sokoly  
Joan & Michael Stern  
Jane Nankwenya & Stan Dorrow
Check out the DC Chapter Website for up to date meeting information, Flyers, newsletters, photos and more! Brought to you by our personal Web Guru, Fred Simon.

http://www.alphaomegawashingtondc.org

Don’t forget about the International website www.ao.org

You can also interact with members from all over the world by “liking” the International facebook page!
https://www.facebook.com/groups/alphaomegadental/
Over 40 years of experience helping dentists succeed.

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Buying a Practice?
Our experience and resources are a valuable asset in finding the perfect practice for you. We provide detailed estimate of value, assist with financing, and provide the support you need for a smooth, stress-free purchasing experience.

Selling Your Practice?
Our roots in the dental community run deep. We are known for connecting sellers with the right buyers. We provide strategies to increase the value of your practice prior to the sale. We represent your best interest in making the deal. You can rely on us to ensure a seamless transition.

Contact Allen Schiff, CPA, CFE, for a confidential consultation today and see why so many dentists have chosen to optimize the value of their practice purchase or sale with us.

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Allen M. Schiff, CPA, CFE
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- Safely elevate the membrane using hydraulic pressure
- Safe for Flat, Inclined, and Septum sinus floors
# 2020-2021 AO Board Members

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<tr>
<th>Position</th>
<th>Member</th>
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<tbody>
<tr>
<td>President</td>
<td>Tassos Sfondouris</td>
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<tr>
<td>President-Elect</td>
<td>Barton Santos</td>
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<td>Treasurer</td>
<td>Fred Simon</td>
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<td>Editor</td>
<td>Jennifer Tipograph</td>
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<td>Secretary</td>
<td>Anastasia Mischenko</td>
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<td>Sgt-at-Arms</td>
<td>Thomas Sokoly</td>
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<td>Historian #1</td>
<td>Ron Levine</td>
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<td>Historian #2</td>
<td>Sam Blum</td>
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<td>Chapter Deputy</td>
<td>Alan Heller</td>
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<td>Members at Large</td>
<td>Jarred Abel</td>
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<td>Mike Pollowitz</td>
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