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How to WOW-NOW: Discover Keys to Jaw-Dropping Patient Service and How to Have More Fun and Get More Done  

Plan now to attend the Hinman Dental Society Membership Meeting on January 28, 2008, and hear nationally-known communication consultant Kelli Vrla.  

UT College of Dentistry Hosts 13th Annual Hinman Student Research Symposium  

The 2007 Hinman Student Research Symposium was held on November 2 – 4, 2007, in the Peabody Hotel in downtown Memphis, Tennessee. The symposium featured oral and poster presentations of research projects by dental students and graduate students from across North America. At this year’s symposium, 85 students represented 52 educational institutions from 30 states, the District of Columbia, and three provinces of Canada. Eleven UTHSC dental students presented their projects and acted as hosts for the symposium.  

The symposium is organized by Dr. Mustafa Dabbous, Associate Dean for Research in the College of Dentistry at the University of Tennessee Health Science Center, with the help of the faculty and staff of the Dental Research Center. The keynote speaker at the Welcoming Banquet was Dr. Richard W. Valachovic, Executive Director of the American Dental Education Association (ADEA). Dr. Albert Avila, Extramural Training Officer of the National Institute of Dental and Craniofacial Research (NIDCR), also attended the symposium and addressed the students about opportunities to advance their careers with training in research and dental education.  

Pam and Eddie Pafford (center) with Associate Dean of Dental Research Mustafa Kh. Dabbous (seated in front) and all of the participants in the 13th Annual Hinman Student Research Symposium.  

Her festive and fun presentation will engage and delight you with fresh-look tools to help you reach new heights in patient satisfaction and staff stress-relief, ultimately boosting your bottom line.  

More information and registration form on page 6
President’s Letter

Hinman Prepares for A Great 2008

This time of year makes us all focus on the many blessings our great profession has provided. Let’s all commit to New Year’s resolutions of making our practices and profession even better.

Our November Membership Meeting was a huge success. Following Chairman Dunwoody’s lead of bringing more technology to Hinman, Dr. James Jesse presented 21st Century Laser-Assisted Dentistry. It was fascinating to watch videos of lasers being used in multiple applications. Thanks to Drs. Percy, Jordan, Weinman and Dellinger for their hard work in making our Society Meetings a success.

In November, Pam and I had the opportunity to represent our Society at the 13th annual Hinman Student Research Symposium in Memphis. This symposium, hosted by the University of Tennessee School of Dentistry, featured students’ research projects from schools throughout the country and Canada. Our financial support allows some of the best and brightest to come together to present their respective research. We can all be proud of the fine reputation that Hinman enjoys because of our commitment to continuing education and academic excellence.

I hope you will attend our January 28 Society Meeting featuring Ms. Kelli Vrla’s talk on “How to WOW-NOW: Keys to Jaw-Dropping Patient Service and How to Have More Fun and Get More Done”. Please bring your staff for a fun-filled informative evening.

Hinman 2008 is fast approaching. General Chairman Dan Dunwoody has assembled a unique program that is sure to please. The greatest strength of our Society is the dedicated hard work of our members at this meeting. If you have not been asked to serve on a committee, please call Kate at the Hinman office for an assignment. If possible, volunteer to work more than our required eight hours. Members who attend their committee meetings and serve at least eight hours at Hinman 2008 receive an invitation to the General Chairman and President’s Reception following the opening session on Thursday night. Dan and I look forward to seeing everyone at the Georgia Aquarium that night.

Thank you for allowing me to serve as your President and thanks to our staff for making my job so enjoyable.

Regards, Eddie

Eddie Pafford
President

Hinman Prepares for A Great 2008

Society Calendar

January 9, 2008
Nominating Committee
Hinman Office

January 15, 2008
Hinman Executive Council
Fleming’s Steakhouse

January 28, 2008
Membership Meeting
The Ritz-Carlton, Buckhead
Ms. Kelli Vrla
Topic: How to WOW-NOW: Discover Keys to Jaw-Dropping Patient Service and How to Have More Fun and Get More Done

February 7, 2008
New Member Orientation
Hinman Office

February 26, 2008
Committees: Concurrent Meetings, Continuing Education, Registration & Ticket Sales
TBD

February 28, 2008
Committees: Arrangements, Hospitality, Host & Public Relations
TBD

All meetings begin at 6:30 p.m.

Committee Meetings Calendar

January 24, 2008
Committees: Audio Visual, CPR, Information, Signs, Reserve, Transportation & Table Clinics
Buckhead Ballroom

February 6, 2008
Clinic Captains Meeting I
Villa Christina

February 12, 2008
Clinic Captains Meeting II
Maggiano’s, Buckhead

February 18, 2008
Keynote
Georgia World Congress Center

And the winner is…

Congratulations to Stuart Loos! He was the winner of the $50 American Express gift card for turning in his badge at the conclusion of the November Membership Meeting. His name was randomly selected from all of the badges that were turned in after the meeting.

We also want to congratulate our second Hinman cash winner, Jane Puskas.

The Technical Exhibits committee is encouraging members to visit the exhibit floor and make purchases during the Hinman Meeting by awarding $100 in Hinman Cash at each of the Membership Meetings. The committee will draw another name at the January Membership Meeting. Be sure to attend for your chance to win!

Member News…

Max and Nancy Ferguson are now the proud grandparents of twins! The Ferguson’s son, John, and his wife, Elizabeth, welcomed John Hammond and Caroline Hunter on November 24 in Manhattan.

New member, Jera Redman-Owens and her husband, John, welcomed Evan James on November 4. Evan weighed in at 8 lbs., 4 oz. and was 19” long.

Eddie Pafford
President

President’s Letter

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Regards, Eddie

Eddie Pafford
President
Exciting New Changes in 2008

✦ **Online handouts** - Previously, Hinman has reproduced the paper handouts for all of the lectures where handout materials were provided. Should an attendee not read the instructions or leave their information at home, they will have the capability of printing the handouts on site at the CE stations where CE certificates are printed.

✦ **A professional video production company** will offer dental professionals the opportunity to purchase video taping sessions that will result in brief DVD/CD formats for practice promotion or in video streaming format to attach to Web sites. All participants will be advised to adhere to the ADA Code of Ethics and rules and law from the state of Georgia and the State Board of Dentistry regarding self-promotion.

✦ **A Question and Answer format** will be provided in each lecture. Most of the speakers will allow time at the end of each lecture but some will build the questions into the lecture. The purpose is to provide a more interactive lecture.

✦ **This year 67 participation courses** will be offered throughout the meeting. Participation chairmen Brian Carpenter, Sedgie Newsom, Bob O’Donnell and Slade Lail are working hard to make these courses a success. 

The Hinman Dental Society 2007 - 2008

**Officers**

President .......................................................... P. Edward Pafford
President-elect ................................................... A. Allen French
Vice President ...................................................... Bradley K. Greenway
Secretary ............................................................ Brian R. Carpenter
Treasurer ............................................................. Dave C. Lee
Assistant Secretary/Treasurer .............................. James A. Roos
Editor ............................................................... Jane C. Puskas
Parliamentarian .................................................. L. Maxwell Ferguson

**Executive Council**

2010 ................................................................. Patrick H. Yancey, III
2010 ................................................................. Mark W. Johnston
2009 ................................................................. C. Christopher McFarland
2009 ................................................................. Jonathan Dubin
2008 ................................................................. Karyn L. Stockwell
2008 ................................................................. Scott D. Allman

**Trustees**

2013 ................................................................. William F. Schroeder
2012 ................................................................. William M. Callahan
2011 ................................................................. James R. Williamson
2010 ................................................................. Edward H. Mohme
2009 ................................................................. Charles T. Ruhl
2008 ................................................................. Robert E. Towe

Please Help Us Make Hinman 2008 the Best Meeting Ever

Thanksgiving and the holiday season of 2007 are cherished memories of family, fellowship and the blessing of abundance in our country. Janet and I hope everyone rejoiced and relaxed. January has arrived. Hinman 2008 is only nine weeks away on March 13, 14 and 15. Let’s get the show ready to roll.

Dr. Isler and Dr. Pafford, Ms. Sylvia Ratchford and the Hinman team have assembled a very creative varied program. Many changes and additions have been made this year. Committee meetings will be more important than usual. Clinic captains and hosts will be helping to provide the speakers with questions and answers from our attendees during and/or after presentations for a more interactive learning experience. Everyone will be answering attendee’s questions about online handouts, onsite continuing education credits, and appointments with ToneSoup Video Production for their Web sites (your chance to become a movie star, if only for a few minutes).

There will be an attraction on the exhibit floor beginning with a re-creation of Dr. Hinman’s operatory and completed by the Hinman Digital Desktop area. The closing event will be more casual. Prizes will be awarded at the auxiliary party and dentist reception. Many more logistical details will be discussed.

Please help by serving your eight hours on at least one committee and attending the committee meeting. Thank you for your commitment to fine-tuning our Hinman standard of excellence.

Remember to send the note cards to invite friends to the Hinman this year. If you need more, Kate, in the Hinman office, will be glad to send them to you. Let’s use Dr. Hinman’s tradition of a personal invitation to help our meeting grow.

Our Hinman Dental Meeting is the benchmark for dental meetings because of our membership and supporting staff’s commitment, enthusiasm, and persistence for excellent continuing education. I want to thank you and your families for helping us continue our tradition of excellence and southern hospitality. I serve humbly as your general chairman and look forward to seeing you at the Hinman Committee Meetings and the next best Hinman ever! Let’s have fun!
Members Mix it Up at the November Membership Meeting

Thirty-year pin recipients (from l to r) Zale Smilack, Ronald Wilson, Ashley Haywood and Bennie Norton.

President Pafford presents Richard Goodroe with his advisory pin for serving as the 2007 General Chairman.

New members (from l to r) Elaine Whitney, Katrina Schuler-Mitchell, Jeff Pafford, Kaki Pafford, Michelle Konwick, Sheila Pauley and Robert Pauley receive their plaques from President Pafford.

President Pafford presents Dr. James Jesse with his speaker’s plaque and honorarium.
Experience Dentistry’s Complete Evolution
with a Glimpse of the Past, Realities of Today, and a Clear Vision of the Future.

The Thomas P. Hinman Dental Meeting
March 13 – 15, 2008

Register between December 3, 2007 and February 14, 2008 to take advantage of discounted pre-registration fees.

This year’s diverse educational program brings the future within reach!
It includes introductions to biomimetics and nano-biotechnology, 71 hands-on workshops,
22 speakers NEW to Hinman, and an early 20th century operatory, recreated in full.

Lectures and Technical Exhibits are open Thursday through Saturday.

For more information, to view a complete list of speakers, or to register online, visit www.hinman.org or call 404-231-1663.
How to WOW-NOW: Discover Keys to Jaw-Dropping Patient Service and How to Have More Fun and Get More Done

Consultant Kelli Vrla Shares Best Communication Practices

The key to rapport-building is an art, which you can continue to improve. Based on Kelli’s book, The Pathway Series: Customer Service, this interactive and entertaining program equips you with hit-the-ground-running, practical skills and the desire to serve up WOW-NOW helpings of patient care, while you keep your day on-track. This festive and fun presentation will engage and delight you with fresh look tools to reach new heights in patient satisfaction and staff stress-relief, ultimately boosting your bottom line.

In this program, you’ll learn how to:

• Enhance patient and staff relations and build a wealth of referrals
• Customize appreciation
• Manage even the hardest-to-please people in your world
• Create rapport and increase productivity with your internal as well as external relations
• Practice the art of smooth recovery when folks aren’t always happy campers

• Stay cool amidst the chaos
• Keep moving transactions forward—despite challenges and set-backs

Kelli Vrla (Ver-lah), CSP, a Dallas-based corporate communications consultant, has enlightened and “enterained” thousands in the U.S., Europe, and Central America with one of the 35 topics she teaches. Kelli shares her lessons and experience dealing with people from over 16 years as a broadcast executive. Successfully navigating through 26 years of the corporate world, 10 of those years being CEO of her own consultant company.

Not only does Kelli hold the CSP, she proudly carries the honor of GPE (Greek Pastry Enthusiast)! In addition to serving on the boards of the National Speakers Association-North Texas and the Dallas Classical Guitar Society, she has worked with clients including ABC, CBS, Lockheed Martin, NASA, H & R Block, ExxonMobil, Wal-Mart, The Department of Defense, IBM and Southwest Airlines.

She is an active member of the National Speakers Association as well as the American Society of Training and Development. Her current publications include co-authored works in the “Pathway Series: The Top Ten Packing List for 21st Century Leaders” and “Glee = MC2, A Guide to Exceptional Customer Service.”

Online registration will be available beginning January 7, 2008. Please visit our Web site at www.hinman.org/Society.

Registration Form

Please complete this form with your name as you would like it to appear on your badge and mail with your check by Wednesday, January 23, 2008. You may also visit www.hinman.org to print a registration form.

Member’s Name: □ Lecture □ Dinner □ Vegetarian Meal
Spouse’s Name: □ Lecture □ Dinner □ Vegetarian Meal
Staff Member’s Name: □ Lecture □ Dinner □ Vegetarian Meal
Non-Member’s Name: □ Lecture □ Dinner □ Vegetarian Meal

All Fees Must be Paid in Advance.
Registration fee is $50 per person and includes lecture and dinner.
Persons attending lecture only or dinner only are subject to the same fee. Persons registering on the day of the meeting will be subject to pay a fee of $55.

Please make checks payable to: The Hinman Dental Society
Mail to: 33 Lenox Pointe, Atlanta, GA 30324-3172
Questions: (404) 231-1663
For lecture and dinner reservations please complete the form and submit to the Hinman office with your check. You will not be registered until this process is complete.

Note: This is a three hour lecture. Please arrive on time to ensure adequate seating. Each member MUST make reservations directly with the Hinman Executive Office by returning the enclosed registration form with payment.
**Hinman Dental Society Executive Council Meeting Minutes**

**Date:** Tuesday, November 13, 2007  
**Time:** 6 p.m. cocktails/6:30 p.m. dinner  
**Place:** Hinman Executive Office  
**Presiding:** Dr. Allen French, President-elect  
**Invocation:** Dr. Eddie Pafford, President  
**Call to Order:** President-elect Eddie Pafford called the meeting to order at 7 p.m.  

**Roll Call:** There was a quorum present as follows:  
**Officers:** Drs. Eddie Pafford, Allen French, Brad Gerber, Brian Carpenter, Jim Roos, Jane Puskas  
**Executive Council:** Scott Allman, Jonathan Dubin, Karyn Stockwell, Mark Johnston, Pat Yancey, III  
**Trustees:** Robert Towe, Charlie Ruhl, Jim Bob Williamson  

**Hinman Chairmen:** Dan Dunwoody, Wayne Tadsen, Max Ferguson  
**Advisory Board Chairman:** Richard Goodroe  
**Staff:** Sylvia Ratchford, Lynn Leidel  

**Minutes:** Secretary Brian Carpenter presented the minutes from the September Executive Council and September Membership Meeting as printed in the **November Hinman Preview Review**. The September Executive Council and September Membership Meeting minutes were approved (Carpenter/Allman). The Annual Meeting Business Meeting minutes were approved (Carpenter/Dubin).  

**Finance:** Assistant Secretary/Treasurer Jim Roos presented the current Year-to-Date Society Financial statement. The statement was approved as follows (Roos/Carpenter):  
- **Beginning Balance:** $62,939.56  
- **Income:** $54,404.92  
- **Expenses:** $91,853.96  
- **Balance:** $62,939.56  

President Eddie Pafford mentioned that members would be receiving their 2008 dues notices in the next few weeks and that there would be an option to pay your dues online with a credit card.  

Dr. Ferguson stated the Nominating Committee meeting would be held on January 8 at the Hinman office. He asked that nominations be forward to one of the committee members prior to the meeting date.  

**Membership Report:** Vice President Brad Greenway presented the following names for membership: Drs. Michelle Konwicz, Jeffery Pafford, Katherine Pafford, Robert Pauley, Sheila Pauley, Michael Pruett (Associate), Jera B. Redman-Owens, Katrina Schuler-Mitchell and Elaine Whitney. These proposed names were approved for membership (Greenway/Johnston).  

**Membership News:** Dr. Allman reported the following: Dr. Bill Callahan (Dad) and Pegg have moved into an assisted living facility and are adjusting. Now that son, Bill, is practicing most of the time nearby, he can keep an eye on them. Tom Callahan had a good visit with Father Bill about three weeks ago.  

Dr. Gerrit Hageman has been elected Vice President of the US Section of the ICD. In addition, Hank Diversi, Paul Isler and Bruce Ashendorf all hold offices in the ICD. Dr. Dan Dunwoody’s brother-in-law was recently elected Mayor of Macon.  

**Adjournment:** Dr. French adjourned the meeting at 7:30 p.m.

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**Hinman Dental Society Membership Meeting Minutes**

**Date:** Monday, November 19, 2007  
**Time:** 6:45 p.m.  
**Location:** The Ritz-Carlton, Buckhead  
**Presiding:** Dr. Eddie Pafford  

**Call to Order:** President Eddie Pafford called the meeting to order at 6:50 p.m. He thanked the hospitality chairman, Drs. Billy Dillingham, Jerry Jordan and Richard Weinman, for all of their help. Dr. Pafford also thanked the Trustees for all of their generous subsidies. President Pafford thanked Dina for her organizing lecture and presented him with his honorarium and plaque  

**Minutes:** Secretary Brian Carpenter presented the minutes from the September Executive Council and September Membership Meeting as printed in the **November Hinman Preview Review**. Both sets of minutes were approved (Carpenter/Goodroe).  

**Financial Report:** Treasurer Dave Lee presented the following Society YTD financial report as presented at the November 13 Executive Council Meeting:  
- **Beginning balance:** $62,939.56  
- **Income:** $84,319.32  
- **Expenses:** $114,853.96  
- **Ending balance:** $62,939.56  

The financial report was approved (Lee/Weinman).  

**Membership Report:** Membership Chairman Brad Greenway presented the following prospective members for approval: Drs. Michelle Konwicz, Jeff Pafford, Katherine Pafford, Peter Redman-Owens, Sheila Pauley, Michael Pruett (Associate) Jera Redman-Owens, Katrina Schuler-Mitchell and Elaine Whitney (Greenway/H. Diversi).  

**Program Chairman Report:** Chairman Kent Percy reported on the next Membership Meeting:  
- **Monday, January 28, 2008:** Ms. Kelli Vila  
  - **Topic:** WOW-NOW Customer Service and How to Have More Fun and Get More Done  

**Annual Meeting Report:** Chairman Jim Roos reported that the Annual Meeting will be held June 6-8, 2008, at Callaway Gardens. Dr. Roos stated that the Trustees had approved free registration to the annual meeting for all Hinman members. Hotel reservation forms will be available at the January Membership Meeting.  

**Hinman 2008:** General Chairman Dan Dunwoody thanked the Hinman staff and his program chairman, Paul Isler and Eddie Pafford. Dr. Dunwoody reviewed several of the new items on the 2008 program including:  
- a re-creation of Dr. Hinman’s operatory with Drs. Charlie Ruhl and Ken Grubbs as re-enactors, 70 participation opportunities,  
- online handouts will be available, a new spouse event – a French cooking class at the Viking kitchen,  
- there will be question and answer sessions with the speakers, the closing dinner will change – prizes will now be given out during the auxiliary party and dentist’s reception and final announcements will be made during brunch on Sunday. He also mentioned that a professional video production company will offer dental professionals the opportunity to purchase video taping sessions. Hinman members will have a chance on December 3 and 4 to register for these sessions in advance of the general attendees. He said 2008 will be a great meeting!  

**Hinman 2010:** Vice-chairman Max Ferguson had no report.  

**Adjournment:** The meeting was adjourned at 8:20 p.m.
New Hinman Members
November 2007

Dr. Michelle P. Konwick
1601 Georgian Park
Peachtree City, GA 30269
Sponsor: Dr. Kate Robinson

Dr. Jeffrey B. Pafford
755 Commerce Dr.
Decatur, GA 30030
Sponsor: Dr. Neil Browning

Dr. Katherine D. Pafford
131 Langley Dr.
Lawrenceville, GA 30046
Sponsor: Dr. Neil Browning

Dr. Robert Pauley
4651 Flat Shoals Rd.
Union City, GA 30291
Sponsor: Dr. Henry Diversi

Dr. Sheila Pauley
4651 Flat Shoals Rd.
Union City, GA 30291
Sponsor: Dr. Henry Diversi

Dr. Michael E. Pruett
MCG School of Dentistry
1459 Laney Walker Blvd.
Augusta, GA 30912
Sponsor: Dr. Patrick Yancey, III

Dr. Jera B. Redman-Owens
5041 Dallas Hwy.
Powder Springs, GA 30127
Sponsor: Dr. Thomas Sibley

Dr. Katrina Schuler-Mitchell
740 Ferst Dr.
Atlanta, GA 30332
Sponsor: Dr. Jeff Smith

Dr. Elaine F. Whitney
1400 Buford Hwy.
Sugar Hill, GA 30076
Sponsor: Dr. Jim Whitney

Proposed New Hinman Members
January 2008

Dr. Fred Chuo
3689 Union Ave.
Hapeville, GA 30354
Sponsor: Dr. Kenneth Gilbert

Dr. Tara A. Fogle
50 Eastbrook Bend
Peachtree City, GA 30269
Sponsor: Dr. George Christensen

Dr. Katie C. Reid
1569 Janmar Rd.
Snellville, GA 30078
Sponsor: Dr. Kenneth Hutchinson

Dr. Andy Suresh
2852 Johnson Ferry Rd.
Marietta, GA 30062
Sponsor: Dr. Paul Isler

Dr. Alfred Wyatt
6230 Old National Hwy.
College Park, GA 30349
Sponsor: Dr. Laura Braswell

Awards Presented at The Hinman Student Research Symposium

UT College of Dentistry and the Hinman Dental Society Most Outstanding Presentations in Clinical Research

Pieter H. Heemstra, P.N. Teng, C.S. Sfeir
Isolation and Osteogenic Differentiation of Stem Cells from Human Dental Pulp
University of Pittsburgh, Pittsburgh, Pa.

Jacqueline W. Mays, N.D. Powell, M.T. Bailey, D.A. Padgett, J.F. Sheridan
Immuno-enhancement of Influenza-specific Memory is Stimulated by Exposure to Social Defeat
Ohio State University, Columbus, Ohio

Zohair Qureshi, R. Ohrbach
Pain and Limitation with Chewing: Experimental Validation of the Jaw Function Limitation Scale
State University of New York, Buffalo, N.Y.

Most Outstanding Presentations in Basic Science Research

Kevin Kennedy, J.P. Babu
Mononuclear Phagocyte Response to Porphyrromonas gingivalis
Lipopolysaccharide Secondary Stimulation University of Tennessee Health Science Center, Memphis, Tenn.

Sean G. Robertson, CML Clokie, SAF Peel
The Effect of Non-collagenous Proteins (NCP) on Bone Morphogenic Protein (BMP) Retention and Activity
University of Toronto, Ontario, Canada

Maureen E. Wood, D.I. Yule
Effects of Phosphoregulation of the Type 1 Inositol 1,4,5-Trisphosphate Receptor on Apoptosis
University of Connecticut, Farmington
University of Rochester, Rochester, N.Y.

2007 President’s Award for Excellence in Dental Research from the National Students Research Group of the American Association for Dental Research

Winna E. Goldman, A. Alt-Holland, Y. Shamis, T. Desrochers, C. Egles, J. Marchand, J. Garlick
Tumor Stroma Impact on Progression of E-Cadherin-Deficient Squamous Cell Carcinoma
Tufts University, Boston, Mass.

Members!

Registration for the Hinman Dental Meeting opened on December 3. Remember that you do not have to register. The Hinman Office will register you for the Meeting. You are only responsible for signing yourself up for courses or special events. Members are category 3 = Prepaid!