



Sixth District DENTAL SOCIETY

THE SIXTH DISTRICT DENTAL SOCIETY OF THE STATE OF NEW YORK

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How to Get Dentists to Join the Sixth District Dental Society

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Background Statement

Within the Sixth District Dental Society most of the county /local dental societies have dissolved and disappeared (Tompkins/Ithaca; Cortland/Cortland; Chemung/Elmira; Tri County (Otsego, Chenango, Delaware Counties) /Oneonta, Cooperstown, Oneonta, Norwich, Walton, Delhi). Membership in the Sixth District Dental Society, New York State Dental Association, and the American Dental Association is on a yearly decline.

Who are we targeting? (see RED) ¹. Special Report:

GENERATIONS Defined by age, values, attitudes, morals, etc.

There may be some slight variations in the definitions of a specific "generation", but the following list most generally reflects the standard years ascribed to each:

·	Greatest Generation:	pre-1928	<u>present age</u>
·	Traditionalists/ Silent Generation:	1928 – 1946	93 - 75
·	Baby Boomers:	1946 – 1964	75 - 57
·	Gen X:	1965 – 1976	57 - 45
·	Gen Y / Millennials:	1977 – 1995	45 - 26
·	Gen Z / iGen / Centennials	1995 – 2010	26 – 11
·	Gen Alpha	2010 – 2025	

A. **Baby Boomers: 1946 -1964** (note: this group are most likely members & preparing to retire because of age or illness)

1. National Impact in 60 Seconds ².(video)
2. 53 Most Interesting Facts About Baby Boomers ³.

B. **Gen X (Post Boomers) 1965 -1976**

1. 44 Most Interesting Facts About Generation X. ⁴.
2. How Generation X Could Change the American Dream ⁵.

C. **Gen Y (Millennials) 1977 -1995**

1. 11 Things You should know about Generation Y ⁶.
2. 15 Influential Events that Shaped Generation Y ⁷.
3. Generation Y: Educated, Under Employed and in Debt. ⁸.
4. Tend to be liberal. diverse, tolerant, narcissistic, coddled, respectful, confident, & broke.
5. Function in networks which are social operating systems. ¹⁶.

D. **Gen Z 1995 -2010**

1. What We Know About Gen Z So Far. ⁹.

2. How Gen Z Is Bringing A Fresh Perspective To the world of Work. ¹⁰.
3. Generally thought of as “*digital natives*,” who have brought about both digital and social revolutions; expect lower standard of living than parents.
4. 8 Ways Generation Z Will Differ from Millennials In the Workplace. ¹¹.
5. Most 20 somethings hunt for jobs rather than careers.
6. Hyperconnected generation

Factors concerning young and new dentists:

1. Huge Financial Debt ¹². (a slow walk on a long run)
2. 1980-2010 Tuition & College fees tripled... and still rising.
3. Uncontrolled Inflation.
4. Do not join service, social, or professional organizations.
5. Covid-!9 and Covid mutations epidemic.

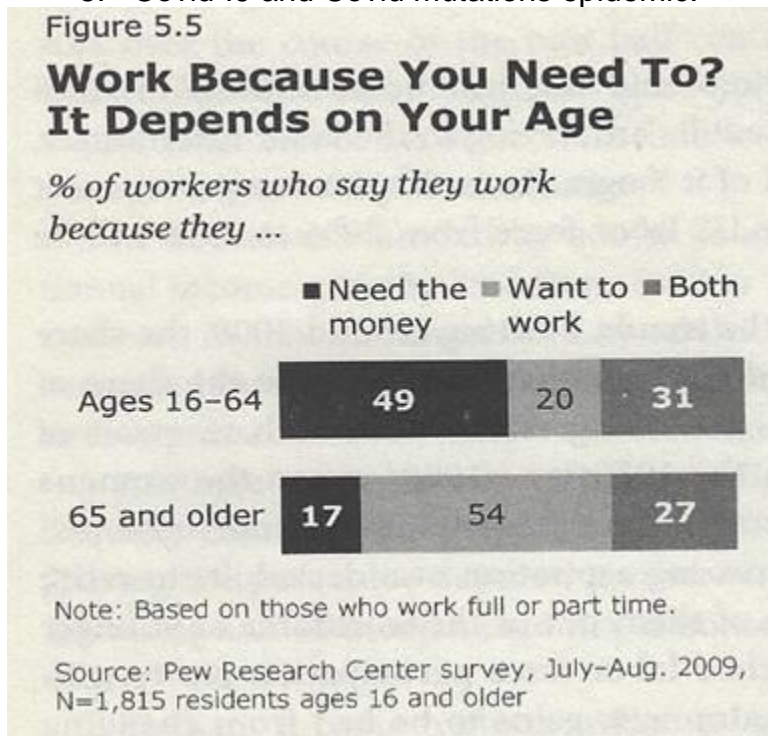
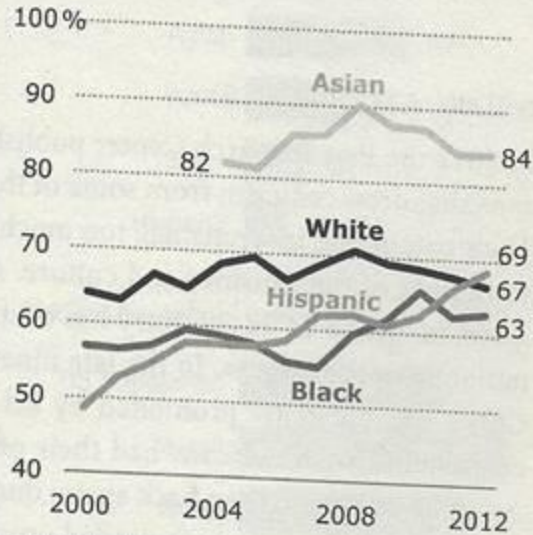


Figure 6.3

Immediate Entry into College by Race and Ethnicity, 2000–2012

% of recent high school completers enrolled in college the following October



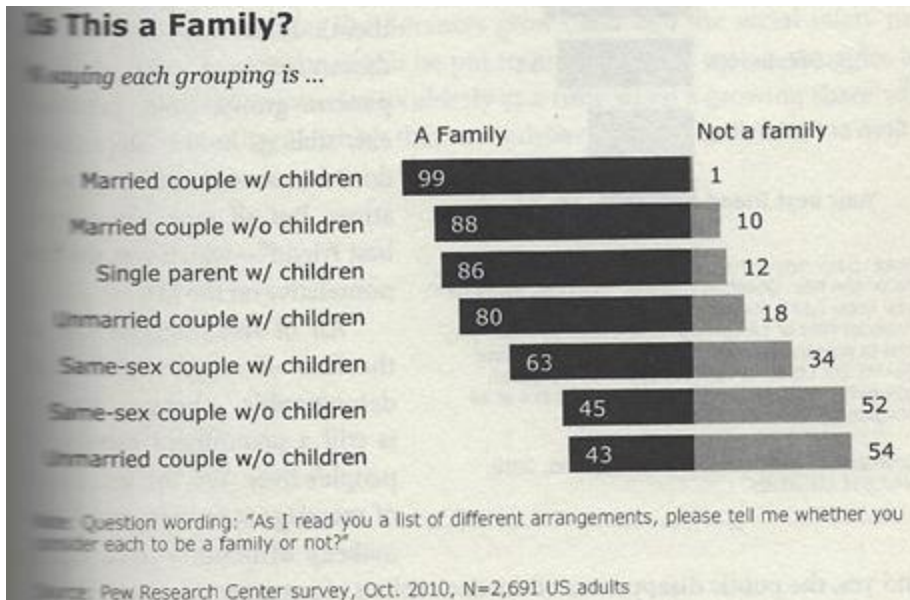
Note: White, black and Asian include the Hispanic portion of those groups. Due to the small sample size for Hispanics, blacks and Asians, a 3-year moving average is used. The 3-year moving average uses the year indicated, the year immediately preceding and the year immediately following. For 2012 a 2-year moving average is used.

Source: US Bureau of Labor Statistics, annual "College Enrollment and Work Activity of High School Graduates" news releases, and National Center for Education Statistics *The Condition of Education 2012*

5.

6. There is a global lottery for brains, talent, & drive. ¹³
7. There is a "marriage market mismatch." More and more women are entering the workforce. Marriage used to be

the only socially and morally acceptable gateway not sexual relationships but no longer. Adultery is still taboo but "friends with benefits" has little stigma. Same sex marriage is legal. The composition and the definition of a family has changed.



8. There is a much higher % of female dentists than ever before. Women's role in the field of

dentistry has historically been limited to the dental auxiliary fields, rather than that of D.D.S. or D.M.D. Today, women are nearly 38 percent of U.S. dental school students and 14 percent of active practitioners. The slow(er) influx of women into dentistry has been little studied by dental educators. During the 2000-01 academic year, we conducted a survey of first-year dental students at a sample of publicly funded U.S. dental schools. The purpose of the survey was to assess gender differences in motives for pursuing a dental career. The data show that male dental students rate self-employment and business-related motives as more important, while female dental students rate people-oriented motives more highly. Factor analysis revealed four distinct clusters of motives for pursuing a dental career: a financial motive, a business-oriented motive, a people-oriented or caring motive, and a flexibility motive. Women scored significantly higher than men on the caring factor, whereas the reverse was true on the business factor. Male and female students rated financial and flexibility motives equally.

(<https://pubmed.ncbi.nlm.nih.gov/12214843/>)

9. Many young Americans view religiosity as judgmental, homophobic, hypocritical, and too political. Which have become emblematic of the "emergent culture wars."

10. Millennials never had to adapt to digital technology for it is all they have ever known.

11. IM (instant messaging) usually has a lot to say about nothing. The web at one time, we believed didn't have a clue who or where we were. Now, it knows everything about us, who we are, what we look like, what we buy, what we like, and even how we think!

12. Millennials & Gen Z's have **Fast Twitch Wiring** = *more adept at finding answers to deep questions through use of digital technologies while exhibiting a thirst for instant gratification and quick fixes. All at a loss of patience and a lack of deep-thinking ability.*

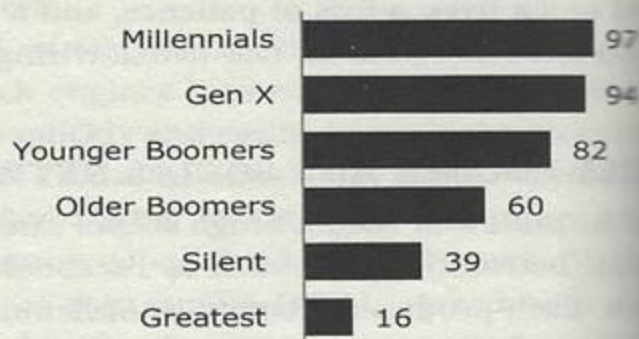
13. Teens primarily communicate via texting.

Why?

- Private & covert.
- Talking is a waste of time,
- Messages can be sent when you want,
- Can be checked on your timetable,
- Less synchronous,
- Less rude.
- Can be immediate.

Texting

Among cellphone owners, the % who send or receive text messages



Source: Pew Research Center survey, Apr.-May 2011
N=2,076 US adult cell phone owners

14. The American Dream may have been mortgaged down the river. American indebtedness is now more than the annual gross national product (GNP). Thus, those with extensive debt are likely to never to pay it off. Thus, the unpaid balances are passed on to their families and relatives.

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GENERATIONS Defined

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13. Ibid p.87
14. Ibid pp.112-123
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16. Ibid pp.145-149
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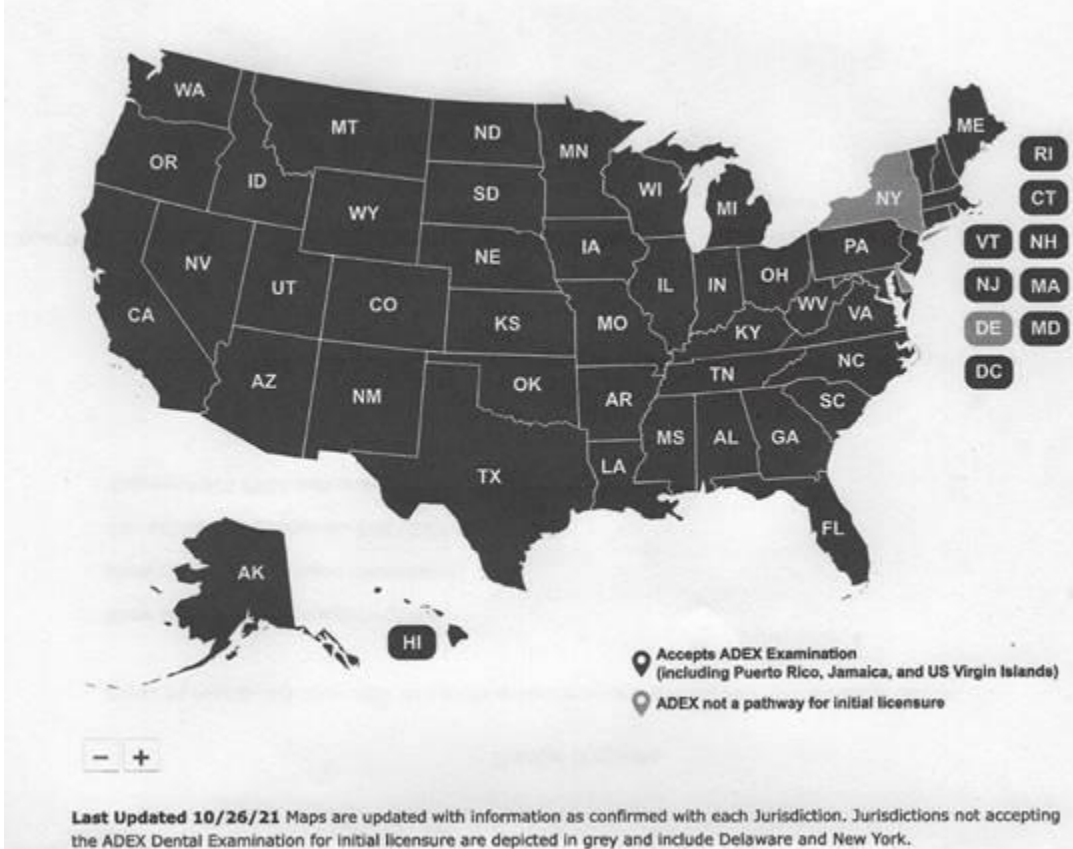
Why join the Sixth District Dental Society?

1. Fulfills the need to meet peers and specialized dentists and make new friends of all ages.
2. Provides a social operating system to discuss professional problems and experiences with other dentists (perhaps with more experience).
3. Provides a network of individuals to develop new strategies and skills for handling problems.
4. Meet and get to know local dentists as friends rather than as competitors.
5. Opportunity to discuss privately certain problem or troublesome patients.
6. Build strength through numbers and participation in organized dentistry to limit non-dentist control of managed dental care programs, governmental closures, mandates, legislation, etc.
7. To find other dentists to cover your dental practice emergencies during times you are away (vacations, C.E. Courses, medical emergencies, auto accidents, etc.)

8. Raise the public and governmental esteem of the dental profession. (i.e., During the Covid-19 Pandemic all dental offices were closed, except for dental emergencies; active and retired nurses, physicians, and pharmacists were asked to administer vaccinations but not dentists; when medical provider facilities were allowed to reopen in New York State dental offices were initially ordered to stay shut down until someone mentioned to the (then) NYS Governor that “dentists were medical providers too!” However, dentists were asked to donate their personal protective equipment [PPE] even though they are considered to be at the low end of the medical hierarchy.)
9. Help provide security from further disruption of dental care delivery (i.e., promotion of midlevel therapists).
10. Membership in the American Dental Association, New York State Dental Association, and the Sixth District Dental Association are the only organizations that can apply pressure to achieve:

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2021 ADEX Acceptance Maps | CDCA



- a. Make “freedom of movement” of dentists in the entire United States a reality
- b. Modify New York State requirement for initial dental licensure to three possible pathways:

- i. completing a dental internship (PGY-1) or
- ii. “Endorsement” (credentialing) having maintained a dental license in good standing for two or more years in any other state or
- iii. passing the ADEX Examination (see picture above - only New York & Delaware do not accept this examination for initial licensure)
- c. Force dental schools to lower the (exorbitant) tuition and fees for a dental education.
- d. Make placement of dental implants a requirement for graduation from all dental schools. Why is it that a newly graduated dentist must go back to school in order to practice what is considered to be “*standard practice for tooth replacement*”? This is especially poignant after one has spent 4 years in undergraduate college and 4 years in dental school and often more than \$680,000.
- e. Find out why it is legal for insurance companies to tell their subscribers that our fees for services are **not usual or customary**, but they don’t tell the practitioners how they

determine what is. Also, it is illegal for dentists to ask other dentists what their fees for services are.

What needs to be done:

1. Identify the new and non-member dentists within the county's that comprise the Sixth District Dental Society
2. After the above has been completed, divide the list into geographic areas (probably counties) and have one or more dentists from each area contact the non-member dentist personally.
3. Contact each one personally (*not by just E-mail or telephone because these are the way many scams are received*). Contact needs to be made personally (if possible). Take the non-member to lunch or buy him/her an after work cocktail (money for this could be provided by some of the now defunct county societies or the Sixth District)
4. Ask why they haven't joined the Sixth District Dental Society. If it's a former member, ask why the/she dropped out. **Be sure to listen carefully. Ask what it would take to get them to become a member of the only advocacy of the dental profession... their livelihood...their life?** Write down the comments and replies. Please send them to the committee and me.
5. Explain to them what organized dentistry can and will do for them and the profession. Explain why this is so important in this age of anger; no debate; no compromise; no trust of government, politicians, large corporations; and seemingly no appreciation of science. Ask who should make
6. Identify who can and will do the footwork in this large geographical area
7. Establish a timeline and deadline for when this will be completed.
8. Women now comprise 50% of the dental student population. Therefore, it is prudent that the ADA, NYSDA, and the Sixth District modify policies to better accommodate and serve women dentists. (in 2019, 34% of the dentists were female)¹⁷ Unfortunately, some female dentists view many dental organizations as "Boys Clubs."
9. Bundle all NYS licensure mandated courses in one package for new dentists entering the state,
10. Modify the District and NYSDA to contact new and potential members via communication methods most often used by younger generations (i.e. Texting).
11. Downsize NYSDA

Results:

From the list provided by Timothy Smith, 6DDS, Executive Director and Peter Lacijan, NYSDA Membership Director contact was attempted to all.

1. One couldn't be found practicing in the state
2. Two passed away
3. Several moved to a different district
4. Several new dentists in Ithaca as well as the dropout dentists were written to and their respective offices called, with no return response.
5. Dentists associated with corporate, hospital or large group practices (i.e., Aspen, Lourdes, Bassett, UHS, or Lalor Family Dental) were members of organized dentistry for only their first few years in practice then dropped out.
6. One dentist said he works in a orison and x=can not afford to join
7. One dentist no longer a member, is serving on the NYS State Education Department State Board of Dentistry.
8. One dentist said he dropped out because NYSDA makes money by passing requests for mandates and then selling mandated courses and / or equipment (AEDs , amalgam separators, new mandated courses, etc.). Plus non-members can attend the mandated courses at fees that are low and can avoid membership dues.
9. Another dentist called and said that NYSDA doesn't care about **Dental Medicaid** because fees have gone down while the red tape for treatment has gone up.

10. A dentist (chewed me out) because he thought one shouldn't be granted a NYS Dental License by the doctor in charge of a residency program.
11. Another said, "I told them 10 years ago why I quit and I haven't changed my mind
12. Some said, "Belonging isn't worth the money. There is no return on the money (dues) wasted."
13. Most likely no one rejoined the Sixth District.

Respectfully submitted,
Dr. James Orcutt, D.D.S.