

THE POST-GRADUATE DENTAL MEETING.

By C. R. Lawrence, D.D.S., Enid, Oklahoma.

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IN DISCUSSING this subject with you men who are guiding the destinies of our State Dental Organizations, it seems a logical thing to do, to first take an invoice of our societies and see if we are measuring up to our greatest possibilities.

With the birth of dentistry, there naturally came into existence the dental college, the dental journal, and the dental society; and these may be termed the progressive forces of our profession. Each of these forces has its particular sphere of work and usefulness, and the intermingling of these forces has made dentistry an important profession. Each of these forces has made progress; but has the dental society made the progress that can be claimed by the other divisions?

We are practically all agreed that the dental college has made wonderful progress. This progress has been due to a careful study of the needs of these institutions, and an execution of these needs, from time to time.

The same in a measure may be said of the dental journal, but what of the dental society? Has it made any wonderful strides? Are we not conducting our meetings in about the same way they were conducted fifty years ago?

Most dentists now days like to talk at times about the progress of dentistry, and we as individuals like to feel that we are units of this progressive movement, but at the same time we must admit that the advance of the general body

of the profession is painfully slow. This cannot be attributed to ignorance or lack of ability in the large majority of dentists, but it is possibly due to self-satisfaction with ourselves.

Self-satisfaction too often gets a professional man into a rut, and once he gets into a rut, he usually wears it a little deeper each year and then it takes a tremendous effort to get him out. This is equally true of dental societies, and if we will only stop and take a look at our work for the past fifty years, we find that we have been running along in about the same old channel for that length of time. Self-satisfaction,—feeling that we are accomplishing about all that it is possible for us to do, has brought about this feeling.

We have been so well contented with ourselves and the old methods of conducting our meetings, that we have not even taken an invoice to find out just where we stand. We find the following clause in practically all of our society constitutions: "The object of this society shall be to promote the advancement of the dental profession in education and science of dentistry." This must mean the advancement of the individual members of the profession. Have we attained this object in any great measure? Let us seriously consider a few questions and see.

1. "Why we do not attract more dentists to our meetings.

2. "Why we cannot hold the attention

of the masses of those in attendance for any length of time.

3. "Why the boys after they are in attendance have to be rounded up in order to get them into the different sessions.

4. "Why a large number of those in attendance would rather spend their time with the exhibitors.

5. "Why a large number of those in attendance will not spend more than three days at a meeting."

These are some of the questions we must answer and solve to our satisfaction before we can hope to measure up to the object as set forth in our constitution.

But how are we going to advance the individual members of the profession in education and science of dentistry unless we can get their attention? Dentistry will never progress just because a few men do things in a more scientific or better way.

Of course we will always have a few men in our profession who will of their own initiative, keep right up to the front in any progressive movement, but a few men do not make dentistry; dentistry will always be judged by the ability of the rank and file of the profession and the sooner we find out the best means to advance the rank and file of the profession, the sooner we will arrive at the object of the dental society.

While the dental college and the dental Journal are important factors in our progress, we cannot deny the fact that the masses of our profession must be moved forward thru the dental society, and to do this our dental meetings must be conducted along more interesting and profitable lines. The dental college is the principal force in the early or formative period of a dentists professional life, but after this period is passed he usually looks to the dental society to be carried forward to greater heights.

The old state society meeting with its Fourth of July management, its barbe-

cue, base ball games, with sight seeing trips and lunching on pretzels and pickles between acts is doomed—and the wonder of it all, is that it lived to be of such ripe old age.

The old style meeting wherein nearly everything is finally left to somebody else with the result that there is much confusion and only a few grains of wheat are found among the chaff of a very ordinary program, is doomed to pass away and something better must take its place. In fact something better is taking its place. The advance guard has been on the ground some four or five years and they have blazed a trail over which other societies can travel without any fear whatever of being wrecked in traveling to a higher plane.

The dental society needs more scientific management; our programs must be mapped out with some system and there must be a man at the head ready to use the big stick if necessary to see that everything moves along. When a body of dentists close their offices and spend their time and money to attend a dental meeting they have a right to expect that they will receive something in return equal to or above this sacrifice.

While of late years the interest in dental meetings has been increasing and I would in no way belittle the good work that has been done; yet we are all aware of the fact that these meetings have not been of sufficient interest to claim the full attention of those in attendance; not to say anything of the large numbers we have failed to attract to our meetings. There are probably various reasons for this, but to my mind the foremost reason is that too many who are on our programs are just plain dentists and not dental teachers.

Most dentists now days attend dental meetings to learn something; there was a time when the chief attraction was the possibility of having a good time, but to learn it is generally necessary to have a teacher.

A man may acquire a knowledge of

music, latin, astronomy, or even dentistry without an instructor other than his books, but they don't do it. It is a well established and conceded fact that we must have teachers if we are going to acquire much knowledge.

There is a vast difference between teaching a thing and telling a thing. Teaching a thing is getting the other fellow to know—to know it well enough to use it and profit by it; telling a thing is just interesting him temporarily, or in one ear and out the other.

In most of our dental meetings we have been having things told us. No person has a right to seriously criticize any methods or plans without offering something better and in doing this we feel that we have something decidedly better in the post-graduate dental meeting that should take the place of our old methods. My principal object in referring to the past is to impress upon your minds some of our short comings and invite you to a closer consideration of conditions confronting us at this time.

Almost all the professions make such progress in these days that it is hard to keep up to date therein. Some professions offer better opportunities than others for post-graduate work. The medical profession has its great hospitals, its clinics, its post-graduate schools ready to welcome the seeker after more knowledge and urge him on to greater activities.

The school teacher can turn to the great universities for help. The musician can always find a place within easy reach where he can go and receive higher instruction. The architect, the preacher, the lawyer have equal opportunities, but the poor dentist if he ever gets the progressive spirit worked up to a stage of activity, which way can he turn to satisfy his cravings? Can he go to the colleges, the post-graduate schools, the clinics? No. Has he the advantages offered any of the other professions for post-graduate work? No. Then he must

turn to the dental society for this higher instruction and far too often when he does this he turns back because he does not find what he wants.

With the growth and importance of dentistry there has grown to be a demand for higher instruction and to furnish this to the masses of the profession should be the principal mission of the dental society of today.

Along with the new dentistry we must have the new dental society giving this post-graduate instruction.

The dental society has never had a greater opportunity to be of real value than by giving its members this higher instruction that they are so eagerly seeking.

It has been demonstrated on several occasions that the boys are literally hungry for this instruction. Are we going to let them get this from some itinerant instructor or from some dental salesman; or from some underbaked uninteresting man reading a dry paper before our society? Are we going to let things drift along in this way when there is a much better way at our command?

Far too often the men on our programs are so uninteresting that it is no wonder the boys drift away and spend their time with the exhibitors who are generally men of some personality and can keep the boys interested. You can never teach a man anything unless you can get his attention and to command attention we must have men on our programs that are real teachers or men who can "deliver the goods."

Concentration of thought is essential if we acquire knowledge and it is utterly impossible to have concentration of thought without attention. It is the masses of the profession we want to reach and in the dental profession as in no other are the individual members looking to their professional society for advancement.

We can hear on every corner the hue and cry that the dental profession is now passing thru the most revolutionary

epoch of its history and so it behooves each and every member of our profession to take advantage of each and every opportunity offered him to move forward.

Many a man of the dental profession who has been resting secure and satisfied with his past achievements is beginning to realize that he must look to the dental society more than heretofore to keep him abreast in this forward movement.

There is a tendency all over our country to reach out and get this higher instruction, but in most instances it is being done by small groups of men which not only makes it more expensive for each individual but it does not carry with it the enthusiasm and results that naturally accompany the larger efforts.

In our profession we have producing agents and we have distributing agents. We have at this time a great many producing agents; and as the work of our Research Institute is extended these producing agents are going to be increased; but along with this increased production we must improve our distribution service. We are receiving a great mass of valuable material and if we are to derive the full benefit from this we must have the best possible agents and methods for a proper dissemination of this knowledge.

We cannot go along having any Tom, Dick or Harry dishing out stuff to us in a hap-hazard manner. What we want, need and must have is this information imparted to us by real teachers.

It is here the post-graduate plan or teaching system fits in pre-eminently; and it is here that the state societies can best serve their purpose by improving their distribution service. By so doing, we no longer will have to depend on the process of absorption thru the medium of printed articles or thru second hand information. The methods and means are taken right to the consumers, so to speak, and they are not only taught to many at once, but they are taught right.

The principles of cavity preparation were proven long ago, yet it took many years for a proper dissemination of this knowledge. This was largely due to our methods of distribution of knowledge, or the lack of proper teaching forces. Any dentist can derive more benefit in one hour from a real teacher, than he can in ten hours from a person who does not possess the teaching faculty.

So it would seem that in view of the things confronting us that the state dental society could be of no greater service to its members than to provide real and definite post-graduate instruction by authoritative teachers, even tho such instruction must be in short courses as yet.

Of course we fully realize that no dentist can receive a full post-graduate course in one week; but the sum total of these efforts in a few years time will result in a tremendous amount of information being imparted. It seems best that this instruction should come in short courses. This gives an opportunity for the proper absorption and assimilation of this information.

Post-graduate instruction as now being carried on by state societies consists in these societies securing prominent teachers of our profession by giving them some real money above expenses, and having them give a series of lectures and clinical demonstrations before the whole society. By this plan the teachers now reluctant or unable to afford the luxury of teaching gratis can be tempted forth to our great advantage we should also remember that real dental teachers are not sticking around every cross-road; nor can they be found in every city. These lectures are mapped out with a definite plan and object; and the whole program is conducted on a definite schedule just as any school is conducted. Each lecture is required to give not only one but several lectures and enough time is set aside for each lecturer to give him an opportunity to carry his subject to some definite conclusion. As a rule these lectures are fully illustrated with lantern

slides, drawings, or moving picture films and are especially adapted to the requirements of the society.

Under this system you do not have to torture yourself trying to listen to some one reading a dry paper or trying to listen to someone who cannot interest you; but on the other hand by this system you are thrilled by having the teacher drive home each word as it falls from his lips. Under such conditions there is no going to sleep; there is no lack of general interest; no longer will you find the boys loafing around on the outside or in the exhibit rooms during the different sessions and no longer will valuable days and evenings be fritted away. You can have under such conditions all the pleasures of association as in the past, but when you return to your home you feel and know that you are carrying something more away with you besides pleasant memories.

We all have had the experience of trying to listen to a scholarly sermon read from manuscript, yet with how much more force were we able to grasp the meaning of that same sermon delivered by another man without manuscript.

The object of a meeting of this kind is not to teach the new things exclusively but it is also to give a more thoro and better understanding of many of the older things.

The imprint left on the minds of the men at such meetings does not die away when the last word drops from the lecturers lips; but on the other hand the seed is sown on favorable soil and it produces a bountiful harvest. You can, under this plan, entirely eliminate the "Commercialism" that is being carried on so extensively by many men who appear on our free programs.

The money proposition seems to be such a bug bear, when the question of a post-graduate meeting is under discussion that I feel justified in discussing it to some extent.

First of all the societies, especially the smaller societies, that are now trying to

operate on up to date principles upon the small dues collected each year, are not on a sound financial basis and will go bankrupt before they get very far toward maintaining first class state organizations.

To do this it is necessary to publish a bulletin. Certainly every society should maintain a bulletin for it is a splendid investment; then we have our oral hygiene campaigns; legislative matters to look after; prosecution of illegal practitioners to attend to; these together with the contributions we are called upon to make for worthy causes and the many incidental expenses of the society, takes about all the money that is collected for dues.

So if the society is operated upon up-to-date principles all the money received from the small dues each year is gone before we get ready for the big show; you then call for volunteers and you generally get what you call for.

It is very nice to think of the old theory that we will always find men in our profession who will spend their own money preparing lanternslides, drawings, moving picture films, etc.; not to say anything about the hard work and loss of valuable time such things entail and then expect them to close their offices for many days each year and travel over the country that we might be benefited—all without compensation. A beautiful theory but it will not hold out in practice.

If the dentist received the large fees of some other profession such a thing might be more practical.

Dental societies are just like any other organizations, you cannot accomplish the things worth while without money. If you are operating along this line you are up against a stone wall and the sooner you remove this obstruction the earlier will be your progress.

Many organizations outside the dental society are realizing this fact and are setting forth to face the change that time has put before them.

If we are to conduct post-graduate dental meetings we must have more money and there is only one way to get this money and that is from increased dues.

In Oklahoma we have a clause in our constitution which states that the Executive Council may make a special assessment upon each member attending the annual meeting.

Each of our members now comes to the meeting with his regular dues paid right up to date and in addition to this, for the past five years, he has been required to pay five dollars each year for post-graduate fees. Members who do not attend the meeting are not required to pay post-graduate fees. It is a very easy matter to get your members to pay this additional five dollar fee, or whatever amount you wish to make it, especially when you give them to understand that they are going to get value received.

The greater part of the expense incurred in attending any dental meeting is railroad fare and hotel bills, and just for the sake of argument, we will say this will amount to twenty-five dollars. Thousands of dentists have been attending these meetings and probably have been getting the worth of their money, but under the old plan, they have been spending practically the whole amount on themselves, and contributing very little, if anything, to the management of the show. In other words, in many places, we have been attending home talent plays. Home talent plays are all right, provided you have talent and enough of it, but the time is past when we can expect to be satisfied spending our valuable time and money trying to listen to inferior talent.

So why not add five dollars to this twenty-five and by a cooperative effort spend it in such a way that it will bring many times the returns we have been receiving from our meetings.

The post-graduate plan for state meetings is no experiment. It has been in

successful operation in our state (Oklahoma) for five successive years.

The Tri-State meeting of Kansas City, was the outgrowth of a desire to have the post-graduate plan carried out on a larger scale and the success of this meeting demonstrated beyond a shadow of doubt that this plan should be adopted by other states.

This meeting also demonstrated that the past successes of the post-graduate plan cannot be attributed to any local condition that may prevail in any particular section or state.

I am fully aware that we are liable to grow chesty at times and over estimate things that have been accomplished, and for fear you may think I am in that frame of mind I am taking the liberties of quoting some "unsolicited testimonials" regarding this meeting.

Dr. C. N. Johnson at the close of his last lecture had this to say:

"I want to make this statement to you. I do it gratuitously, without any solicitation whatever or consultation with the committee who have these matters in charge."

"I want to tell you that in the conduct of this meeting, in the interest shown in the subjects discussed, the courtesy shown the speakers—in short, taking the meeting as a whole, I have never seen anything to surpass this particular meeting."

"I shall take a message back to my own city that the men in this locality are doing things that are worth while."

In an editorial on the Kansas City meeting in the May, 1916, Dental Review, Dr. Johnson has this to say:

"On March 20 to 26, 1916, the three states of Kansas, Oklahoma, and Missouri joined in a meeting at Kansas City, Missouri, which will be memorable in the history of dentistry in the west. More than one thousand men representing 18 states were in attendance and there was an intensity of interest thruout the week that surpassed anything ever witnessed at a similar gathering of dentists."

"From Monday when the meeting opened, till Saturday afternoon when it closed, there was never a lapse in the attendance, nor a lag in the interest."

The audience would sit for three hours in succession, listening to lectures and then asked for more.

"The meeting was conducted on the lecture system entirely, no clinic being given."

"To go into details regarding the meeting would be superfluous and, in fact, impossible, on account of the many and varied features of interest; but to show something of the spirit manifested it is only necessary to state that after Dr. Price's lecture more than \$6,000.00 was raised for the Research fund of the National Dental Association."

(This amount was subsequently increased to \$7,000.00.)

"When it was realized that each man at the meeting had paid \$5.00 for the privilege of attending the meeting, such a contribution speaks volumes for the liberality of the dentists of the west."

"Altogether this meeting will long stand out as an important mile stone in dental progress, and our congratulations are herewith extended to those associated in its management."

Dr. J. P. Buckley, president of the Illinois State Dental Society, has this to say in his president's address to this great society:

"On March 20 to 26 there was held at Kansas City, the Tri-State meeting of Kansas, Oklahoma, and Missouri. This meeting was conducted along the line of a post-graduate course, such as we started in Oklahoma four years ago. The idea has been adopted by several other state societies. It has been my privilege to have been associated as a teacher with four such meetings, and from my personal observation and experience I feel that this society would do well to consider seriously adopting such a course for our next meeting. This is not a recommendation, but a suggestion which I trust will be given due consideration.

This Tri-State meeting was, without doubt, the greatest meeting of its kind that was ever held. Over one thousand men came from eighteen different states, paid \$5.00 in addition to their regular dues and they stayed for the entire meeting, which began Monday morning and closed Saturday afternoon.

The interest manifested in every lecture indicated that the profession is truly alert to their responsibility. These men were simply hungry for the truth. Time will not permit me to discuss this meeting further now; but I shall refer to certain specific instances relating to it later on."

Such words of praise could be multiplied by the hundreds, especially from the rank and file of the profession, or from men who are interested in our meetings.

Why are these men loud in their praises of such meetings? Simply because they are getting what they want and in a most interesting and profitable way.

It is very doubtful if the sum total of interest taken in this meeting has ever been equaled at any dental meeting.

I make this statement based upon the fact that practically every dentist present attended every lecture from Monday until Saturday afternoon.

It is very seldom that you find as many as one thousand dentists listening to a single paper or lecture, but when you take into consideration that this interest was manifested for six days, you may know there was something to maintain this phenomenal interest, and understand why the men who know, are loud in their praises of the post-graduate plan for state meetings.

No one was permitted to attend this meeting who was not a member of his state dental society and had paid his 1916 dues.

This rule was rigidly enforced, and almost 900 of the 1250 eligible dentists of the three state societies attended the meeting.

There are so many factors to be taken into consideration in conducting a meeting of this kind, that time will not permit a discussion of them in a paper of this length.

However, I wish to state that such meetings cannot be planned and successfully carried out without some work. Conditions must be studied and things mapped out accordingly.

I have never heard but one argument presented against the post-graduate dental meeting, and it is that such meetings fail to develop home talent.

More state dental meetings have been killed by playing home talent than from any other one cause.

The smaller district society is the proper place to develop home talent, and no dentist has a right for even a try out in the big league until he has a mighty good batting average in the smaller league.

It is unreasonable to suppose that you can always be a winner, and play to a full attendance by the exclusive use of local talent.

If you have local talent that is up to the highest standard, by all means make use of it; otherwise go out and get the talent you need to help put your society in the running.

I am a firm believer in the development of home talent and this kind of work must be carried on; but it should be done in its proper place, and not at too much of a sacrifice of other things.

It would be folly for us to try to prevent the birds from flying over our heads, but we can keep them from making nests in our hair.

It is equally as great a folly to think that post-graduate dental meetings will stop the development of talent, but on the other hand, such meetings do prevent inferior talent from getting on our program and spoiling our more important meetings.

So progress belongs to the men who do things and not to the ones who just think about them. There is just one

way to progress in dentistry or anything else and that is to quit the old as soon as it is demonstrated that something else is better. And quit means quit; don't go the half way route and then condemn the new method because you failed to follow out what some one else has found out to be better.

The dental societies that stand around and just think and talk about things never get anywhere. Action is the big word and action requires that you get yourselves by the boot straps and pull yourselves out of that old rut.

The Illinois State Dental Society, under the guidance of that energetic and able leader, Dr. Arthur D. Black, demonstrated to the dental profession several years ago that it pays big dividends to have your state organized on what is commonly known as the Illinois plan, yet we find several state societies still running along in the same old rut, and have made little or no effort to get out. Even the National Organization stood around for several years before they made a move to profit by what had been demonstrated to be the right plan for dental organizations.

Discussions.

Dr. John P. Buckley, Chicago, Ill.

Mr. Chairman: Dr. Lawrence quoted Dr. Johnson in a recent article, but he did not quote him accurately. Dr. Johnson, in addition to what Dr. Lawrence has said, made this remark or statement in the article referred to: "If there is any one to whom the great success of the Tri-State meeting can be ascribed, that man is Dr. Lawrence." (Applause.)

For three years, as a member of the Board of Trustees of the National Dental Association, I think I have attended every session. The Board of Trustees are to meet at 3 o'clock this afternoon, but I thought I would stay here and listen to this paper of Dr. Lawrence and add a word of encouragement for what he has done because I knew that neither Dr. Black nor Dr. Rhein would be pres-

ent, and I think under the conditions I may be pardoned for my absence at this time from the meeting of the Board of Trustees.

As Dr. Hetrick has said, one of the disadvantages of being on committees is that you do not get to hear much of the meeting or learn what is going on, but some one or a group of men have to do this work.

I have attended a great many different dental meetings; I never attended any, not even the Tri-State meeting in Kansas City, where, when I left, I was so thoroly tired as the meeting I attended at Oklahoma City, for that is the Oklahoma way—the first post-graduate course given by any state society. I have attended many post-graduate meetings since, but I have not seen men do as much hard work as the three men chosen for this first post-graduate meeting, not even at Kansas City, because they had more teachers and more time. The reason that these men got something, if they did, from the men who were present at Oklahoma City at that time and at each succeeding meeting since, is because Dr. Lawrence and Dr. Shobe and one or two other men there were on the job. That is the reason, and they saw to it that the men who were selected as teachers delivered the goods if they had the goods in them. So I am here this afternoon to emphasize in my humble way that part of the commendation of Dr. Johnson which Dr. Lawrence omitted. Dr. Shobe and Dr. Lawrence were the two men that started this movement which is going to result in so much good if the state societies alone do as Dr. Lawrence suggested today, recognize its work and take it up, then act, and act now, and not to be afraid to change a plan on which the meetings have been conducted for the last fifty years as Dr. Lawrence has said.

I do not think it is necessary for me to say a single word further about this great meeting that was held at Kansas City last month. You know today there

are so many things coming up, dentistry is being recognized more than ever before, so that it is absolutely necessary for every man to be on the alert. Let us take this one phase of dentistry that is recognized as focal infection and the relation of local foci of infection to systemic disease. It has broadened dentists, it has aroused the medical profession, that we must if we are going to meet the responsibilities placed upon dentists today, be on the alert. Every individual member of the dental profession must be on the alert, and if there is any one thing that great meeting at Kansas City demonstrated more than any other, it was plainly shown that the dentists of the country are ready to assume their responsibility and are endeavoring to carry the load. They are anxious to learn. They sat there, as has been said, with their ears open from Monday morning until Saturday afternoon, absolutely hungry for information, and I have never talked to a group of men where there was such a feeling of hunger for what you are to say if you had something to say, as was so evident at that great meeting at Kansas City.

Dr. Lawrence has emphasized the precautions to be exercised by the men at the various meetings in selecting those to attend who are teachers. What is a teacher? Dr. Lawrence has said that when you teach you must put the information or idea in such a way that every man takes hold and gets it. There are two ways by which a teacher can interest his audience; there are two ways by which a teacher in our common schools can interest the pupils, and that same thing applies to grown individuals. One is to arouse curiosity. If I were a good story teller I could stand here for an hour this afternoon and interest you because I would arouse your curiosity, but I would not teach you anything. A teacher that really teaches is the one who really holds the interest of the audience by virtue of the fact that he can show that audience that that which he

is endeavoring to teach has some direct relation to the work they have to do. If you cannot do that thing, you are not a success as a teacher. A successful teacher must have a method of procedure and what is the method? The method is a way, is a process, a means by which ideals set up are realized. That is all. If you do not have a way, a process, or the means by which the ideals you may have can be realized by the other individual, you are not a teacher.

One of the great difficulties, as it seems to me, in this post-graduate idea as conducted by state societies, is that you have failed to develop home talent. Dr. Lawrence believes that home talent had better be developed in the local society. That may be well and good, but I have felt sometimes that if so much talent from the outside had not been imported and more had been expected of the men at home in the way of teaching and of giving something, just as good results might be accomplished. And so I do not want you to lose sight of the fact that one of the things you ought to do is to develop home talent. I do not want you to lose sight of that fact.

Dr. Lawrence made a significant statement here that is of the utmost interest at this meeting, to the men who are trying to conduct the business of this meeting, the trustees especially.

He made a statement as to the Tri-State meeting in March that 900 of 1200 members present were members of three societies. Think of that; but there were representatives from fifteen other states.

We sat all afternoon yesterday in a warm room trying to decide whether we would interfere with the success of completing the reorganization of the National Dental Association if at this time we raised the dues one dollar (\$1) for the purpose of establishing a monthly journal, and if on top of that we raised the dues another dollar for the purpose of giving it to the Research Institute, and the question was thoroly considered as to whether it would be wise to do it at

this time. Dr. Conzett got up in an optimistic way, so did Dr. Price and Dr. Hartzell, and spoke in favor of it. I have traveled all over this country and these men are anxious to see the dues increased. I got up there and said I have been around to these meetings just as much as you have, and I want to tell you that in Illinois we have a membership of 1800, and yet at our state meeting this year at Springfield, even though we thought we had a good program, we only had 300 members present. If Dr. Hartzell or Dr. Conzett or Dr. Price had been at that meeting they would have enthused the 300 present, but would have failed to have enthused the 1500 men who were practicing dentistry at home and were not there. Now, if we could adopt some plan by which we could get seventy-five per cent., instead of fifteen per cent. of our membership to attend our annual meetings, then we could have these men come to us with their enthusiasm and their optimism, and it would be easy to do that which we want, whether to establish study clubs or anything else.

I have only words of commendation, Mr. Chairman and Gentlemen, for this post-graduate idea. I want you all to know, as the Chairman has intimated, that Dr. Lawrence and Dr. Shobe his fellow associate, and Dr. Hetrick and Dr. Hall of Kansas, and Dr. White and one or two others of Missouri, have set a pace that all of us would do well to follow and earnestly consider.

Dr. F. O. Hetrick, Ottawa, Kansas.

There are some things in Dr. Lawrence's paper I do not like. It would seem that he intended to cast a reflection on the methods used in the management of the old state societies and the lack of interest.

Right here let us recognize that all dental education and society work has and will be evolutionary. Each particular phase of the work being emphasized at some epoch.

I never attended more enthusiastic meetings in my life—not excepting the Tri-State Meeting last March—than some of the old state society meetings of the early eighties. We had all sorts of experiences and thrills. A good many in this audience were just boys then and some of you were not on earth. Study the evolution of the dental society and you will be surprised at the new things that were a process of evolution. Gold Crowns, Bridge work coming immediately after.

We went to those meetings and worked and studied. The electric dental mallet was used largely, but I saw as good a gold filling as any man in the world today can put in, hammered in with an ox-draft shoe heel as the mallet. I doubt if Dr. H. J. McKellops ever had or ever will have a peer in the realm of gold filling. When I came into dentistry, nearly every office had some secret that was carefully guarded and you were not allowed to enter their laboratories. They had no idea of disseminating knowledge. It took two men to work out Dr. Lawrence's plan; one man with imagination who said I will stand back of any deficit and Dr. Lawrence to organize the work and bring it to a successful conclusion without any DEFICIT. On his way home from that First Oklahoma Post-Graduate Course, Dr. J. P. Buckley, who was one of the lecturers, stopped off in Kansas City, where he was entertained by his fraternity members, and he was so tired from the strenuous work that he did down there, that it took him nearly a year to see all the fun in one of the jokes pulled off on him.

Dr. C. R. Lawrence and Dr. B. L. Shobe were the dynamos that put that meeting on the map and with it the state society of Oklahoma. True, by the enthusiasm they created they had the entire state society working like beavers to see that it made good, but then again comes back to the secretary who worked out all the plans. Kansas has had one Post-Graduate Course with a progress-

ive clinic attachment and it was a success. It was at this meeting that the agreement for the Tri-State meeting was arranged. Dr. Lawrence was there and helped to boost it. Well it was a tremendous success and is a further evidence that men will congregate where there is something to learn.

It has been a stimulus to the districts of our state to hold their sessions as a post-graduate course. Take the experience at the meeting of the fifth district at Ottawa, where 18 men worked and studied day and night for five days with thermometer standing at a hundred degrees for the whole time. Not one that was ready to quit then.

For the first two days nothing but renewing anatomy, but we knew there was a reason. Not one complaint was registered. There was not a single absence at any one of the sessions for any cause. Remarkable. Not even golf could tempt them. This is exactly what Dr. Lawrence said about the matter that, he saw men who never went to their state meetings, except to have a time and play golf and several other kinds of games, who stayed right thru the Tri-State meeting. I want Dr. Lawrence and his colleagues to have full credit for the opening up of such a great scheme of dental education. Sure it had been thought of before these men put it thru, but they had the faith and nerve to do it. It has been my pleasure to attend the session of the Oklahoma Society in 1913 and I want to tell you that there were none of the men hanging about the lobby of the hotel nor off in their rooms. They were there to learn and were about it intensely. They were not a bit snobbish but if your intention was to learn you were taken right into the brotherhood.

The Oklahoma idea of post-graduate work has not only come to the state society but it has come to the districts as well, and it is not going to stop because we are going to keep it going to work it out. Not just meet in the morning of one day and adjourn

the afternoon of the next day; but we will extend the time of the meeting and make a study club of the district society. As I said before this has already been done in numerous instances.

All hail to Drs. Lawrence and Shobe and Oklahoma who showed us that it could be done.

But just pause a moment and let me pay tribute to the old leaders of long ago. I am as proud of the work that was done then as I am of the work you are doing in this splendid day for it was just as worthy if it was pioneer work. It was in this very city in the year 1888 that one of the great battles of dentistry was fought. Dr. W. D. Miller's theory of the cause of tooth decay being championed by F. Xavier Sudduth with Frank Abbott of New York on the opposite side. The battle waged during the entire session. Our headquarters was at the old Gault House. The men were coming from one of the afternoon sessions and the two Drs. walking together and arguing with Daddy Atkinson just behind them. They tried to stop him but he said "Oh you two old fellows keep right at it, no one can convince the other he is wrong, I am going over and talk to this boy." He came over to where I was standing and put his arm around me and said "Boy, what are your ambitions?" and for over an hour he held up ideals that looked mighty far away to a lout of a country boy. Many of his prophesies have come true and if I am anything more than an old wind-broken, knock-kneed, old work horse—OUT for simply the DOLLARS—I owe it to the greatest dental educational factor in the world—the Dental Association. I thank God that I have lived to see the day when fellows look upon the Dental Association as a place to learn and to give, rather than a place to play poker and get drunk and have a hell of a time or attend social features. Social features were largely cut out of the Tri-State. Surely they had a Tri-State Banquet; there was no emphasis placed

upon that feature. I am glad that I am living in this day to see things come to this high standard. But the best part of it all is that I know that I have seen but the beginning and that it will keep on coming after I am gone.

DR. W. O. TALBOT, Fort Worth, Texas: I wish to express the appreciation of the Texas Dental Society for the benefit we have received from the "Oklahoma plan" as it has been commonly called, and we have felt Dr. Lawrence was responsible for that plan. One of our members, Dr. Guy Morgan, of Paris, Texas, President of the Texas State Society, attended the Oklahoma meeting. He came home and told us about it, and we decided to try it out, and the first time we tried the post-graduate work was at the Fort Worth meeting, which was two years ago. We advertised it to the profession of the state and gave them an opportunity to come and get the benefits of the meeting upon payment of the regular initiation fee of \$5; which would include membership and this post-graduate work. We had something over 400 in attendance. Up to that time the membership of the society had not gotten above 250 or 275. Most of our members had to ride from 12 to 24 hours when the meeting was held in the central part of the state, and it was a good deal to have that many in attendance. If we meet on the border we would not have so many, as in Galveston, say 250 last year. In Dallas this year we had something over 300.

We have worked the past two years to some extent on the post-graduate plan, cutting down the number of papers to six, with discussion. We used the progressive clinic plan as much as we could and we got along this year better than last. I think we are learning something about it and will get it in shape so we will get the full benefit of it. We certainly do appreciate what we have gotten out of the post-graduate work. It is the proper way, but we feel we should

also encourage the home talent as much as possible. I suggested at our last meeting it would be well to have some of our members write papers, and let them be passed upon by the Executive Committee, and those papers desired should be read and discussed before the state meeting. Those showing merit, and not used before the society should be censored and published in the state journal. We should encourage young men to write papers. We should find out what talent we have in the state and utilize the material we have at our disposal to the best advantage.

DR. JAMES MARK PRIME, Omaha, Nebraska: I would like to add one thought to the discussion of Doctor Lawrence's most excellent paper. My thought is this: A clinic is a good thing in many ways. It may be shown to very excellent advantage the clinicians personal technic. The difficulty arises in that so few are able to see it. This is overcome to some extent in the progressive method. The greatest of all objections to both the table and chair clinics, as well as the illustrated lecture, is the fact that we fail to visualize the idea sufficiently to take it home and put it into our practice. In other words, it is more human to learn to do by doing than to learn to do by seeing others do. So the study club is the final solution, where the thing is not only seen done, slowly and comprehensively before his eyes, but he takes the instruments in his own hands, and under the direction of competent demonstrators, learns to do by doing. Show me a locality where a study club has labored for years along certain lines, under competent demonstrators, and I will show you a locality where the profession is forging ahead, not only in manipulative skill, but, naturally, coming in constant contact with these advanced thinkers, are raised to a higher level of professional life and efficiency. Indeed, these study clubs awaken the sleeping faculties of these boys and when they

labor for years there will come men from these numbers who will be heard from, who become teachers of national reputation, a blessing and honor to their profession.

DR. M. E. VANCE, Lincoln, Nebraska: I want to compliment Dr. Lawrence upon the paper of the afternoon, and for the delineation of the methods of the progressive clinics which have been conducted by the Oklahoma State Dental Society for the past four or five years. We men in Nebraska have tried to be in the vanguard of the profession and have looked with pleasure upon the work of Dr. Lawrence and his co-workers in Oklahoma. We recognize Oklahoma as the leader in the present method of conducting dental society meetings. We will emulate her example in the future, as demonstrated by what we are doing here in the National Dental Association this year.

Probably there never will be a meeting of more interest than was the joint meeting of the state dental societies of Oklahoma, Kansas and Missouri held at Kansas City last March, and known as the Tri-State meeting. Every man privileged to attend went away feeling that everything was there for him possible, and he got it. In its organization and conduct Dr. Lawrence was a big factor.

We men in Nebraska have followed the progressive work of the Oklahoma State Dental Society under the guiding hand of Dr. Lawrence and I am sure he is not without honor in his own country. I wish there were more such men as Dr. Lawrence.

Follow the suggestions of Dr. Lawrence, you men who are officers of your society, and bring to your state meetings the best men to be had. It will be the making of your meeting. And in your state society develop the men who have ability and those who show aptitude for doing certain things, get behind them and boost them a little bit, and they will soon be giving clinics and lectures

in adjoining states. If the men in Oklahoma had frowned upon the progressive ideas of Dr. Lawrence we would not have him here today as an essayist before this section. A word of encouragement will go a long ways with most of us.

Now a word as to the importance of the small study club spoken of by Dr. Prime. Every community where there are two or more dentists should organize a study club. What shall you study? Fraternal relations one to another will be one of the most important subjects you could study first. The formation of that club will bring you into closer touch with each other and make you more valuable to yourselves, to your patients and to the community at large. That will do more good than all the dental work you will ever do, your association will become known beyond the boundaries of your community and it will do a world of good in advancing the standard of the profession and of dentistry.

DR. LEON D. LEONARD, Minneapolis, Minn.: I want to make one addition to the suggestion given in the line of speakers coming from far off for post-graduate work, and that is that they may add to the value of the services to that community very much by public lectures given to the public at the time of the society meetings.

This is not new. It is a very nice thing, and gives an opportunity for these big men to give some such information to the public as is of great value to the dentists as well as to the public in general.

DR. L. JAY WALKER, Grafton, West Virginia: There has been much said here about the value of the study clubs and about introducing that factor into the state societies. I can understand how you form study clubs, and understand how a small body of men can agree among themselves to get talent to come in and teach them; but how to get the state society to come in as a whole and do that thing, and thus benefit the

whole instead of a few, is where we have failed to understand. I recognize from what Dr. Lawrence has said that he has considerable ability, and he did it once. I would like to know how we can get this as a feature of the state society. We have had trouble in trying to compromise between a new kind of program and the usual program. As it is difficult to cut the old out altogether and take up the new altogether, my question is, how is it to be managed? That must be settled before we can bring about the desired change. Let us have some information on this phase of Post-Graduate feature programs.

DR. J. O. ZUBROD, Evansville, Indiana: There are only a few of us here today from Indiana, I want to say something about Dr. Lawrence's good paper. In my opinion he left out the most valuable part and that was, he did not tell us how he conducted, or how he started this great Tri-State meeting. In Indiana we have thirteen component societies, our master of clinics, and our Executive committeemen are going to get together and allot to each component society one subject for a paper, or one clinic. In these papers that are prepared the essayist will answer his paper, he will not only tell us what we should do, but will tell us how to do it, all of us that are here today are interested in Dental Society work, or we would not be here. We are developing talent in Indiana and have found we have men just as good as anywhere.

Now I would like to hear Dr. Lawrence tell us how he started and conducted this great Tri-State meeting. I thank you all.

DR. LAWRENCE (closing):

I am sure no one, more than myself, realizes that there were many important things not included in my paper. These were intentionally left out, in order to keep the paper within certain time limits.

The object of the paper was to arouse more general interest in the conduct of

our state meetings, and I felt if any one present is sufficiently interested we can talk over details at a later time or I can give you copies of several of our Bulletins which will explain these details.

However I might say there are certain fundamental principals that are very necessary for the success of any state dental organization, and the first of these is to have your society organized on up-to-date principals or what is commonly known as the "Illinois Plan." Then you must have a man at the head of this organization who is capable of directing it's affairs. If you do not have such a man you will fail in conducting post-graduate meetings, just as you will fail in any other undertakings.

There are certain general principles we have to work from and the first and foremost of these is, you must have teachers who are competent. As to the Tri-State meeting in Kansas City, I think one poor lecturer would have dulled the interest and two poor lecturers would have killed our meeting. So choose men for lecturers, you know can "deliver the goods." A man may be a brilliant writer, but a very poor lecturer or teacher. So be careful in this respect.

In making up a program of this kind there is a tendency on the part of the committee in charge to select men they know by reputation but you may not know anything as to their ability as speakers; hence they may be failures, due possibly to a poor voice or something of that kind which has not been taken into consideration. You must have lecturers who can keep the boys interested. There are a lot of such men all over the country.

The next thing to make such a meeting a success is advertising; not the ordinary kind, but good advertising and plenty of it. The boys should be made to realize they are going to get something worth while.

There is no one thing more effective for advertising purposes than a good bulletin. If you do not have a bulletin in

your state, you had better wake up, and see that something is started along this line; then select the "livest wire" in your society for editor and you will receive large returns from your investment.

Another consideration is, what do the boys of your section need most? If Dr. Prime has told them how to put in good amalgam fillings, give them something else. Do not give the same thing over and over. They get tired of this. Dentistry is now divided into so many branches we do not need to keep talking on the same subject at every meeting. Avoid those things if possible.

I would not under any consideration have a two or three days meeting, that is not a long enough time for a meeting of this kind. Some societies have tried to put on "post graduate" meetings in two or three days and they have only half done the thing. If you are going to attempt a meeting of this kind do it right or not at all.

Dr. Rhein asked for ten hours time at our Kansas City meeting in order to properly present root canal work, but we could not give him but four and one-half hours and the result was he had to hurry over important points. If you try to crowd too many things into a short time you cannot get them in and the result is that you only get a smattering of what you should have.

In making up the program for the Kansas City meeting, the committee in charge, first took up all the subjects in dentistry; then we sifted things down until we had a certain number of subjects that we considered would be of the greatest interest to the greatest number. We then took up a stated subject and said "where is the best man in the country for this particular subject"? After deciding on the man we then went after him and in every case we secured the man we selected.

A very nice way, if you have a lot of home talent you wish to use, and desire to have what might be termed a mixed meeting, is this: I would secure my

lecturers and put them on in the day time, and have the evening programs made up from the home talent or you can set aside one day exclusively for home talent, but have it the first day for the boys do not like to listen to home talent after listening to "stars."

Question: How did you raise the money for your first meeting?

Dr. Lawrence: We taxed every man five dollars above his regular dues. The first year we did this without anything in our constitution covering the matter but there was a general understanding that everyone attending the meeting would be required to pay this amount. To get round any serious argument in the matter we did this: if any one made an objection we had to let him in at some time because his dues were paid. But we said "These lectures are a special feature, a side issue, and if you wish to hear them you must pay the five dollars but, if you do not care for the lectures you may attend the regular state society sessions which will be held each evening, when we will have our own papers and our business meetings." We had no trouble whatever along this line as every man without a single exception paid the five dollars.

However, the best plan is to get a clause in your constitution stating that the Executive Council may make a special assessment upon each member attending any annual meeting. In that way you have the whole thing on a correct basis and it is flexible enough to meet any financial requirements.

Question: The first meeting was a good deal in the nature of a private contribution?

Dr. Lawrence: Yes, you might call it that. If your constitution has not been changed, that is the only way you can handle the matter.

There is one thing I want to mention about developing of talent. Nothing has been said about it. That is, these meetings cause more fellows to read and study than you can imagine. The first

year we had post-graduate work in Oklahoma we had over 200 in attendance and after that meeting we took particular pains to find out how many text books were sold as a result of the lectures delivered. Of one text book there were sold 150 copies as the result of one man's lectures. I found that to be true after every one of our post-graduate courses. That is an important factor. The point is, you must get a man interested before he will read or study.

Why is it the book stores can hardly supply enough Bibles after Billy Sunday has been in the community? Simply because he gets the people interested in matters of this kind. That is all there is to it. So these dental teachers get us interested in their subjects and the result is we buy and read more text books than we otherwise would. These meetings are not only of direct benefit, but of indirect benefit as well.

Another matter that should be taken into consideration is that any person will naturally read the writings of men whom they have seen or heard lecture.

I want to make a statement about the financial side. After the Tri-State meeting in Kansas City, we had a dividend of \$2,000.00 to declare. It is better to have money left than to have a deficit. This meeting cost us \$4500.00 and our total receipts were \$6500.00 so you want to watch out for the business side. By several societies joining together you can get a good exhibit that way where you cannot get it any other way. A good exhibit is a feature worth while. We held the gavel over the exhibitors and put them off by themselves.

The men do not loaf around the exhibits while the lectures are going on. The exhibitors may object to that but we always manage to treat them right and set aside special time for them. I have a good many bulletins we have used in advertising these meetings and if any one is interested I shall be very glad to hand them to you to take home with you.