

29 Association Drive
 PO Box 215
 Manchester, ME 04351
www.medental.org
www.facebook.com/MaineDental
 mdadental
www.pinterest.com/mainedental

MDA NEWS



Maine Dental Association

Fall 2015
 Volume 2 Number 1

MDA Announces the 2015 Anthem Group Health Plan Renewal

The MDA's Anthem health plans will renew for another year beginning on December 1, 2015. Our current plans will renew with no benefit changes. We will continue to offer a choice of several options including traditional indemnity, PPO, HMO and a high deductible health plan. The MDA plans offer a high level of coverage that can't be matched by any of the new plans being offered today. Our low office visit copays, 3 tier RX coverage and many other unique covered services combine to provide our members with access to a considerably higher level of coverage than other plans available today.

The annual open enrollment period is the month of November for a December 1 effective date. If you offer coverage to your employees, there are eligibility and participation requirements that must be maintained. The open enrollment period is the time to make changes to these guidelines for the upcoming year. Our broker, Northern Benefits, represented by Lori Lape, can provide details and assistance if you would like to make changes to your office's guidelines.

In addition to our health plans, we also offer a vision plan. Detailed information will be provided to all participating offices in the renewal packets.

If you are currently covered by one of the Anthem plans sponsored by the MDA, you will be receiving a renewal packet shortly. Since November is the open enrollment month, now is the time to consider making changes to your coverage. You may change plans, or change who is covered on your plan. Any changes that you wish to make to your current coverage must be indicated on an enrollment form. These completed forms should be sent to Lori Lape at Northern Benefits by November 20 in order to be effective December 1.

If you want to continue with your existing coverage, no forms are necessary.

Please contact Lori Lape at 1-888-985-5674 or lori@mainebenefits.com if you have any questions or would like additional information.

What's Inside?

Component Legislative Nights	2
MDA Endorses PBHS	2
News from the President	3
Test Drive a Potential Employee	4-5
Online Directory?	6
Dentists Who Care for ME	6
MDA at Yankee	7
ADA Annual Session	8
DDS Needs Help	8
Is Health Insurance Enough	9
MDA Dues Bills	9
MDA Members Save with UPS	10
The 911 Myth vs Reality	11
In the News	12
Is Dental Insurance Really Insurance?	13
Classifieds	13-15
Yankee	16

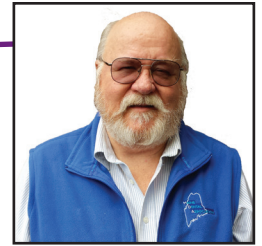


The Maine Dental Association exists to: improve and maintain the oral and overall health of the people of Maine; serve the dentists of Maine, collectively and individually; and represent the American Dental Association at the state level.



Legislative Nights at Component Meetings

John Bastey, MDA Director of Governmental Affairs



Legislative nights are important to the dentists of Maine because the Maine legislature, more than any other governmental body, controls and modifies how they operate their businesses, be they private practices, non-profit clinics or FQHC dental components. Inviting local legislators to a component society meeting to introduce them to dentistry makes for a very interesting meeting. It also helps transmit the legislative needs of the dental community to the legislators in a relaxed environment and is an excellent way to build connections between dentistry and the legislature.

Meeting legislators at a dinner meeting in a local restaurant “humanizes” legislative members too. Over dinner, they become more understandable and their motives for public service become clearer. It also builds bridges between individual dentists and their legislative representatives. Creating that comfort zone means a dentist feels more at ease calling his or her legislator to talk about legislative issues after the meeting.

I have written a more detailed article entitled “Running a Component Legislative Night.” It is on the MDA web site for easy reference by all. The article offers a “just add water” recipe on how to attract legislators to a component society meeting. It explains how to invite legislators, how to set the meeting up, what the Master of Ceremonies can do to steer the meeting and how to follow up with thank you letters. Look for it on the membership side of the MDA website: www.medental.org under legislative news/resources. You must sign in to access the membership side of the MDA website.



Maine Dental Association Endorses PBHS HIPAA Compliant Secure E-Mail and Collaboration Services



Maine Dental Association, along with ADA Business Resources, has selected PBHS Inc. as the association’s endorsed Secure E-Mail and Collaboration System. Effective immediately, this new endorsement will provide a comprehensive, compliant and affordable secure communication service, which will help member dentists, specialists, staff and patients easily communicate within a HIPAA compliant environment.

HIPAA regulations require that all patient healthcare information is protected, and violations may result in penalties and fines. With PBHS’s Secure E-mail and Collaboration system, patient data remains encrypted from start to reception. This data is stored and transmitted using secured military-grade encryption, so only recipients can decode message data, documents and radiographs. Through the collaboration platform, general practitioners and specialists have the ability to seamlessly and securely share their patient charts and notes. Patients can even be invited to be part of their treatment discussion when and if it is deemed appropriate.

Compliance Made Easy:

PBHS helps you achieve and maintain compliance with the minefield of data privacy requirements that can face your practice.

- Data remains encrypted from start to reception
- Message data is stored and transmitted using secured military-grade encryption
- Only recipients can decode message data, documents and radiographs

For more information, contact PBHS at 855-WEB-4ADA or visit pbhs.com/ada.



PBHS SECURE MAIL



An Exercise in Thankfulness

At the end of the day there is a strange quiet in the clinic the moment the door clicks behind the last employee. My daily ritual involves turning off the main hall light and walking down past all the operatories making sure the sundry of dental gadgets have been appropriately switched off for the night – it's so much easier to see glowing lights and buttons in remaining dim light. With only my footsteps audible on the tile, my ears finally stop ringing from the sonic chaos that existed only minutes earlier. I end the nightly inspection in my office where I finally sit and stretch my neck back into approximate normal human alignment. In this strangely peaceful setting I reflect back on the contents of the day.

Dentistry continually amazes me with the technical challenges such a small area of the body can present – how can a couple dozen square inches of area and 32 teeth be the source of so much...? I am also daily reminded of the personal lives of the people these mouths are attached to. Just this week we have learned from our patients about: births, deaths, terminal cancers, engagements, changing foster homes, new houses/puppies/pickle recipes/college majors, marathon training and unknown genetic conditions. I realize that despite their dread of visiting “the dentist”, these clients have placed an amazing amount of trust in our team. For their trust and belief in our skill, knowledge, and judgment I am grateful.

As we near another holiday season I also reflect on the occupation I spend most of my waking hours practicing. I am thankful for the learning and preparation dental school gave me and for the role models I encountered there; I am thankful for a job that allows my family to live in a beautiful part of the country; I am thankful to be part of one of the last mostly independent realms of US healthcare; and I am thankful for the ability to help alleviate pain and improve the health of my community. I am also appreciative for the chance to be involved with the collective association of our profession in Maine. Belonging to this group truly helps preserve so much of what we take for granted every day.

During this time of year I hope you have the opportunity to reflect on what your profession means to you. With any luck you will find reasons to be thankful too. Then, I hope you help me reach out to our colleagues that are not a part of the association and encourage them to help further our chosen profession that has given us so much.

Thank you,

Timothy Oh, DMD
TOh@caringhandsofmaine.org

“As we express our gratitude, we must never forget that the highest appreciation is not to utter words but to live by them.” John F. Kennedy

Can I 'Test Drive' a Potential Employee?

Julie D. Rabinowitz, Director of Communication
Maine Department of Labor

Many employers look for opportunities to “test drive” a potential employee before making the hire. Using a staffing or temporary agency as a partner in hiring is one way to do that, and in that instance the per diem worker is the employee of the staffing agency, and the staffing agency takes on the responsibilities of being the employer.

For those businesses, and in this instance—dental offices, that do not go the staffing agency route, trying to “test drive” a future hire may result in an employment situation that runs afoul of the law. Some employers might also misidentify a temporary or “per diem” employee incorrectly, creating a situation where the business might be liable for back taxes and insurance. In the case of dental offices, not only could this include workers’ compensation but also malpractice insurance.

Defining an Employee versus a Trainee or Intern

Employment law defines the term “employ” broadly—including to “suffer or permit to work.” Non-exempt individuals who are “suffered or permitted” to work must be compensated under the law for the services they perform for an employer. Unless the employment relationship meets the test described below relating to trainees—internships, so-called “working interviews” and other activities that “test drive” potential candidates in the for-profit private sector will most often be viewed as employment.

Interns in the for-profit private sector who qualify as employees rather than trainees typically must be paid at least the minimum wage and overtime compensation for hours worked over 40 in a workweek.

There are some circumstances under which individuals who participate in for-profit private sector internships or training programs may do so without compensation. The determination of whether an internship or training program meets this exclusion depends upon all of the facts and circumstances of each program and should be reviewed on a case-by-case basis.

The following six criteria must be applied when making this determination:

- The internship, even though it includes actual operation of the facilities of the employer, is similar to training which would be given in an educational environment;
- The internship experience is for the benefit of the intern;
- The intern does not displace regular employees, but works under close supervision of existing staff;
- The employer that provides the training derives no immediate advantage from the activities of the intern; and on occasion its operations may actually be impeded;
- The intern is not necessarily entitled to a job at the conclusion of the internship; and
- The employer and the intern understand that the intern is not entitled to wages for the time spent in the internship.

If all of the factors listed above are met, then an employment relationship might not exist under the law. This exclusion from the definition of employment is necessarily quite narrow because the definition of “employ” is broad.

If an employer is considering hiring a worker and asks that individual to perform tasks that a current or former employee is or was paid for, and the employer receives the remuneration for those goods the worker produced or the services the worker performed, then the law recognizes an employment relationship. The “potential” employee is no longer potential—that business is the employer of record. In the example of a dental office, asking an office worker or a hygienist to perform actual work in the office with paying patients would be actions likely to establish an employment relationship.

Determining Whether Your Worker Is an Employee or Independent Contractor

Employers must next determine the type of employment relationship that exists—whether this person should be paid as an employee or as an independent contractor. A business might mistakenly believe that, because they have not formally made a commitment of employment to this individual or because the person is only working for a few hours in a “working interview” or for a few days over an extended period as a “temp” or “per diem” worker, it can pay the worker as an independent contractor.

Businesses need to know that Maine law presumes a worker is an employee unless the business or person who does the hiring can demonstrate otherwise. Although each employment situation may be unique, state law looks at the amount of direction or control the worker has in his or her work. Workers who don’t own their own equipment and perform services for either a business or an individual that controls how and when the work will be done are typically considered to be employees.

(continued on next page)



Can I 'Test Drive' a Potential Employee? (continued)



Liability for Misclassification

Again, in the case of a dental office, whether the office hires a hygienist for a working interview, to cover a maternity leave, or as per diem staff, that hygienist is an employee, not an independent contractor. Be sure that your office is taking appropriate steps to ensure that all state employment and workers' comp regulations are followed, as well as other state and federal tax and other rules.

The employment status of that worker as an employee or an independent contractor affects who is responsible for paying employment taxes and withholdings, liability for workers compensation and unemployment insurance coverage, and applicability of labor laws. More information about worker misclassification is available at <http://www.maine.gov/labor/misclass/legal.shtml>.

If a business has paid a "temporary worker" as an independent contractor when the employment relationship is that of an employee under the direction and control of the business, that business may be liable for back unemployment taxes, workers' compensation premiums and overtime. There may also be other issues, including coverage under liability or malpractice insurance, federally required employment regulations concerning I-9 forms, new hire reporting and benefits.

If a worker complains to the Maine Department of Labor, the U.S. Department of Labor, or files an unemployment or workers' compensation claim, a review and possible investigation of your business for worker misclassification would be triggered. The look-back period under state and federal rules are different, but in either case, your business could be liable for back wages and taxes.

Audits by the Bureau of Unemployment

If you are audited by the Bureau of Unemployment Compensation, records to have ready for review would include 1099s, vendor files and invoices, any payment for services conducted by non-employees (that is, individuals not already on the payroll), itemization of costs of goods sold or services rendered. Generally, these documents would be looked at in the context of the employing unit trying to show a deductible expense.

If a dental office uses temporary or fill-in helpers, particularly dental hygienists, doing the same work as hygienists who are employed and on the payroll, and the temporary hygienists report for work on a daily basis, use the dental office's equipment to take care of the dental office's patients and have their services billed through to the insurance companies, these workers will most likely be determined to be in an employment relationship by the department for unemployment contributions purposes and for minimum wage and overtime pay.

For more information on the laws governing training and worker misclassification, visit http://www.maine.gov/labor/labor_laws/index.html.

The Maine Department of Labor, as part of the LePage Administration's efforts to improve the business climate of our state, offers articles on topics of interest to Maine's employers in order to help businesses better understand how to stay in compliance. Employers may contact the department at any time at 623-7900 for advice on any labor law matter.

Stay tuned for Maine Department of Labor workshops at the MDA Central Office.



Checklist for Unemployment Audit

- Federal Tax Return
- All W-2's, along with the W-3 cover sheet
- All 1099's issued, along with the 1096 cover sheet
- All Maine 941-C1-ME Quarterly Reports
- All Federal 941 Quarterly Reports
- Federal Form 940
- Payroll Detail Register (one employee gross wages for each pay period)
- Check Register from which all disbursements for the business are made
- General Ledger or Chart of Accounts

Checklist for Workers' Compensation Audit

- W-9 forms, Certificates of Insurance and Approved Predetermination Letters
- Subcontractor contracts
- A list of the jobs performed during the period noted above, including physical location of the work and job contracts
- Overtime in summary form
- Workers' Compensation policies and premium billings
- Copy of the Workers' Compensation premium audits performed by your insurance carrier; if premium audits were done but you do not have a copy, please obtain a copy of the auditor worksheets from your insurance carrier

New Online Directory?

Frances Terry, Periodontal Associates



Due to the ever-evolving world of personal health information (PHI) and email encryption for the dental field, it seems, perhaps, that now is an ideal time for an updated version of the MDA roster. Up to now, The MDA has provided an annual member working directory with each doctor's name, address, phone/fax and personal email. One roster is provided for each doctor and then each office purchases directories for their staff as needed for a fee of \$5.00 each.

Due to the demands of HIPAA and emailing digital images and encryption, much has changed. The need to know each practice email in order to send images is just as critical now as the phone number and mailing address ever were.

Having this online up-to-date information at your fingertips would offer many benefits such as:

- Expedite importing of emailed images – very valuable when a patient is in the chair.
- Included in this directory could be the preference of how each office likes to receive images (i.e. jpeg and when the same software is used, proprietary images used for easy import).
- Cut down on call volume - no need call to ask what the current email is or the preferred formatted method. Phone lines open up to patients and incoming professional calls.
- Practices are using their practice name more than ever; the directory could link the two and cross-reference multiple doctors in one practice and practices with more than one location.
- There would be a few ways to initiate building this database:
- One option is to mail an information gathering form via USPS.
- Another option would be a quick call to each office asking for a key person responsible for emailing that could answer the questions.
- When all the emails are in one database, the retrieval of updated information could then be emailed as needed or annually.

Features can be added to maximize efficiency and reduce misunderstandings such as a standardized email format that would include the patient name, date of birth, image date and doctor or practice name. Again, a consistent format would reduce call and email volume. As an added benefit, each practice website could be included. In the short run, this would be valuable to a referred patient to gain insight into the practice. In the long run, having patients access websites more will help as downloading forms and uploading new patient information becomes more accessible.

The goal is to help streamline the demands of the new technology so that each office can be more present for what's important - our patients.

**Dentists
Who Care**
for ME



November 6, 2015



Let's make this year's event bigger and better!

For more information please contact:

Demi Kouzounas at ddcins@maine.rr.com

Barry Saltz at bsaltz@maine.rr.com

Thanks to those that have already committed to being involved in this annual event.

MDA Will Host Booth at Yankee



The Maine Dental Association will again be hosting a hospitality booth/lounge area on the exhibit floor at Yankee Dental in Boston, January 27 - 31, 2016. The booth will be open most of the hours that the exhibits are open January 28-30.

The booth will provide a place for members and guests to rest and relax, have a beverage, and make connections with old friends or team members during the busy days of walking around the vast Yankee exhibit space. The MDA will also be hosting a reception with light refreshments late Friday afternoon, so save some time to drop by to say hello to MDA President Timothy Oh and other members of the MDA leadership.

The MDA is looking for volunteers to host booth times at Yankee. If you are willing to volunteer to host an hour or two at the MDA booth, please complete and return the form below by January 4.

For several years the MDA lounge featured opportunities for dentists considering a move to Maine and job openings for hygienists, assistants, and office staff. There are plans to collect and disseminate new listings for 2016. If interested complete the form (Information for MDA Booth at Yankee) below.

If you would like to be an MDA booth volunteer or have a job opportunity you would like to have listed and distributed at the MDA booth at the 2016 Yankee Dental Congress, please complete and return the form below by January 4.

Mail to :
MDA, PO Box 215, Manchester, ME 04351 or
fax to MDA: 207-622-6210

If you have questions please call the MDA Central office.

MDA Booth Volunteers

AVAILABLE HOURS

Thursday Host / available hours: _____

Friday Host / available hours: _____

Saturday Host / available hours: _____

Contact Information:

NAME: _____

Phone: _____ Home or Office?

E:mail: _____

Best time for contact: _____

Special Notes/Comments: _____

Information for MDA Booth at Yankee

TYPE OF OPPORTUNITY

Dental Practice for Sale (_GP; Specialist: _____)

Seeking an Associate Dentist (_GP; Specialist: _____)

Seeking a Dentist-Employee (_GP; Specialist: _____)

Seeking a Dental Hygienist (__Full time; __Part-time)

Seeking a Dental Assistant (__Full time; __Part-time)

Seeking a Dental Business Assistant (__Full time; __Part-time)

Contact Information:

NAME: _____

Practice Location: _____

Phone: _____ Home or Office?

E:mail: _____

Best time for contact: _____

Special Notes/Comments: _____

Rev Up Your Daily Routine

Spend Just One Day at ADA 2015, and You'll be Hooked.

The ADA annual meeting is returning to Washington, D.C. for the first time in almost two decades! Take advantage of ADA 2015 being held right in your backyard from **November 5-10**.

In just one day at ADA 2015, you could ...

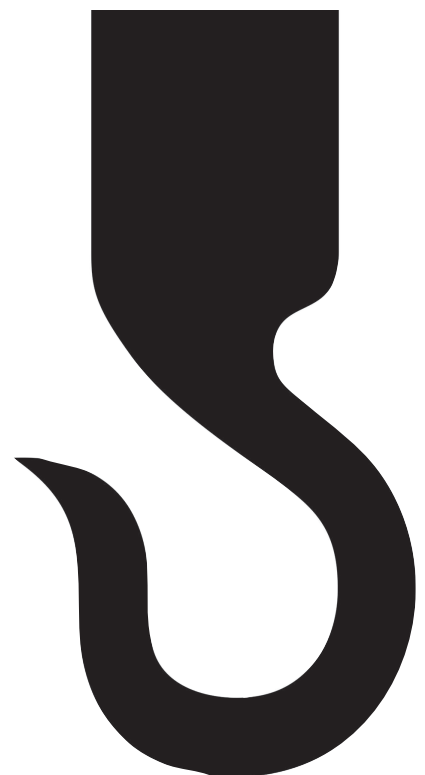
- Earn up to 7 free CE hours in the exhibit hall
- Explore hundreds of dental products and services
- Hear expert perspectives on hot topics and critical issues
- Network with thousands of like-minded professionals from around the nation

But once you spend a day there, you'll want to come back for more. So be sure to check the registration area for courses that are still available. Did you know that after the published start time for no-fee courses, admittance will be on a first-come, first-served basis until the room is full? That means you can still get into many courses to earn free CE in the classroom.

Getting to the meeting is easy. As one of the country's most accessible cities, D.C. is served by Amtrak and a first-rate subway system, Metro. The ADA helps you save no matter how you get there.

- By Rail: Get 10% off the best available Amtrak Regional fare to Washington, D.C.
- By Car: Get ADA discounts through Alamo Rent A Car, Enterprise Rent-A-Car, and National Car Rental. There are more than 3,000 parking spaces in a three-block radius of the convention center.

Don't wait any longer – register today!
ADA.org/meeting



 **ADA** 2015
 AMERICA'S DENTAL MEETING®

November 5-10 • Washington, D.C.

Dancing with the Dentists

November 14, 2015– Italian Heritage Center, Portland
 Go to www.dancingwiththedentists.com for tickets.



Help Desparately Needed

THIS MONTH: Maine has 161 patients in desperate need of treatment on a waiting list for help through Donated Dental Services (DDS), a program of Dental Lifeline Network • Maine.

They include people with disabilities, elderly and medically fragile patients who can't afford care.

Will you help treat them – by appointment, in your office? Contact DDS Coordinator Ann Caron at 207.620.8276.



SUDOKU PUZZLE

	8				3		
	4		3		5		6
		3	1		9	4	
	5		6			7	
		8		2			1
		2	9			5	8
4	9				1		2
1				5			7
	3				6	1	

© Memory-Improvement-Tips.com

Is the Health Insurance You Provide Your Employees Enough?



Voluntary benefits allow employers to expand their benefits packages.

Northern Benefits, in conjunction with Better Benefits for ME, is offering Colonial Life Voluntary Benefits to MDA members. As an MDA member, you will have access to the best rates possible for each of these plans.

Employers need affordable solutions to protect their employees from increased financial risk like deductibles and coinsurance to stay competitive, and to remain profitable. Voluntary benefits allow businesses to offer an enhanced benefits package and give employees the flexibility they want. In addition, voluntary benefits offer many advantages to employers, including a more attractive benefits package that can help you recruit and retain qualified, professional employees. When combined with the convenience of payroll-deducted premiums, voluntary benefits make an exciting addition to an employee's existing benefits package.

We know employees are not only looking at wages, but the entire benefit package.

- How long could they go without a paycheck if they were injured or sick? Think about Voluntary **Short Term Disability**.
- Are they asking for more life insurance or dependent life insurance? **Offer Voluntary Term Life Insurance**.
- Do they hunt, fish, snow mobile? Have kids in sports? Can they pay their out-of-pocket expenses if someone is injured or hurt? **Voluntary Accident** coverage is a solution.

You can afford to offer a variety of benefits for a variety of needs at no expense to you!

Would you like more information?

Contact Lori Lape at Northern Benefits
lori@mainebenefits.com
800-985-5674

Dues Bills

Bills for the 2016 tripartite membership dues (ADA, MDA and local component society) will be mailed in November. Payments are due January 1, 2016.

If you retired in 2015, or plan to retire by March 31, 2016 and have not yet notified the MDA, please do so as soon as possible. It is necessary for members to complete an Affidavit for Retired Membership to allow the Central Office to change your dues rate.

Please be patient if your dues check / credit card payment doesn't clear your bank as soon as you might expect. The Central office will attempt to process the payments as quickly as possible. Thank you for your patience and understanding.

Take note: Please complete the contact information form included with your dues bill. This will help us to place the contact information of your choosing in the next MDA Roster.



MDA Members Save with UPS

It pays to be a member of the Maine Dental Association, and we're proud to bring you another opportunity to save. Save up to 36%¹, plus 50%¹ off select for up to four weeks after you enroll in the UPS® Savings Program. And, if you're a new UPS customer, you can receive a \$25 Visa gift card² just by enrolling and sending three qualifying air shipments or one qualifying international shipment on your account before October 31, 2015.

UPS has the solutions, services and know-how to help you get it done.

- UPS delivers to more ZIP codes in the U.S. by 8:00am than FedEx
- More guaranteed packages delivered on time and around the world than any other carrier
- UPS delivers to more countries from the U.S. by 9:00am and before noon than anyone



To enroll, visit savewithups.com/ada or call 1-800-MEMBERS (1-800-636-2377), M-F, 8 a.m. – 6 p.m. EST.

¹See savewithups.com/ada for specific services and discounts.

²Offer available to new UPS customers only. Customers must enroll in the UPS Savings program. To earn a \$25 gift card, customers must send three (3) qualifying air shipments (UPS Next Day Air®, UPS Next Day Air Saver®, UPS 2nd Day Air A.M.®, UPS 2nd Day Air®, or UPS 3 Day Select®) or one (1) qualifying international shipment (UPS Worldwide Express®, UPS Worldwide Saver®, and UPS Worldwide Expedited® import or export). The gift card will be automatically distributed once the qualifying shipment(s) have been made and may take up to 4 weeks for delivery. Offer valid only while supplies last. Limit one gift card per customer.



Employee Benefits | Commercial Property & Casualty | Personal Lines | Professional Liability



3 Letters Can Make all the Difference for Members of the Maine Dental Association.

As an endorsed vendor of the Maine Dental Association, USI Insurance Services is pleased to be the administrator of the Professional Protector Plan® for Dentists program. Call us today for more information on professional liability, general liability, and property coverage.



Kathleen A. Sukley ■ 855.USI.0123 ■ 207.239.3662
Kathleen.Sukley@usi.biz

Copyright ©2015 USI Insurance Services. All Rights Reserved.

To My Colleagues

Anesthesia Services are Available for:

- Special needs patients
- Medically Compromised
- Cerebral Palsy
- Alzheimer's Disease
- Emotionally Disturbed
- Autism
- Small Children
- Gagging Problems
- Fearful patients
- Local Anesthesia Difficulties
- Multiple Procedures in One Appointment

Call **C. S. Maller, DMD, FADSA**
Diplomate A. D. B. A.
1-800-660-1919 / (207) 288-5333

The 911 Myth Verses Reality



Dr. Christopher Maller, Mount Desert



The stats reflect that all of us in the practice of dentistry will have two or more serious medical emergencies in our careers depending on the source of the numbers. The literature is full of recommendations regarding emergency drugs, equipment, and techniques. My current favorite is the Lexis-Comp series, which I use in the office.

Since there is a plethora of information easily available on medical emergencies I want to shed light on the misunderstanding concerning the 911 system as it relates to the private dental office medical emergency scenario.

The national 911 target response time is nine minutes. That was not my experience when I made my very first 911 call in a thirty-six year career, a few months ago. When I later did a post op examination of what had occurred it was disturbingly clear. We all need to be well trained and equipped to handle the top 4-6 true medical emergencies that commonly occur in a dental setting.

What happened in my office started with an elderly woman patient referred to me because of her age and health complications. Even though we had a complete medical history we didn't know the patient very well as a person. The emergency call was made within the 911 system. The staff member gave the pertinent information as we had practiced. The info then had to be relayed by the regional system to our local ambulance service. The time elapsed 3-5 minutes. The ambulance crew had to board their vehicle and leave the fire station, perhaps another 3-5 minutes. The station is 7.5 miles from my office. If the ambulance was able to travel at sixty miles per hour the instant it left the station and then all the way to my office, that is another 7.5 minutes. In the spirit of trying to be fair to this fine EMS service, balanced with reality, we all can agree that travel time might be nearly twice the time calculated. Then it will take at least another two minutes for the crew to get out of the ambulance with their equipment and into my office. The bottom line calculation is at the very best about 17.5 minutes from the initial call to arrival would have elapsed.

On the day we called there was no summer traffic, no road construction, no snow and no other competing calls for assistance, thankfully. In our case it took 20-30 minutes depending on how one wants to view the situation.

We know that permanent brain damage occurs in 4-5 minutes in an office setting if nothing is done to provide o2 to that organ. So the myth is that we can't have our office medical emergency plan essential to be a call to 911. We have to stabilize and maintain the patient in a condition for EMS to transport to a general health care facility where they stand a chance of survival.

With our doctoral degree come inherent rights and responsibilities. The first responsibility might be to read the package insert in the container of local anesthetic. The manufacturer states what meds we should have, and the skills and knowledge for use of equipment required. Second a mock medical emergency drill in the office will uncover how you and your staff is trained and how well they function under moderate stress.

BLS training every two years is another myth as to be prepared. The skills practiced and the knowledge gained will fade away in about 6 months without constant practice.

Practice is the key. Ask the obvious questions. Does your office have an emergency plan? Does each staff member have assigned tasks? Does the staff know how to use the equipment? When was the last time you practiced as a team? I was told as a dental student that I would have a couple of medical emergencies in my office and they would be in the reception area. To date I have had four medical emergencies in my office and three have been in the reception area. Two were not patients of record so we did not have the benefit of a medical history.

As doctors the public looks to us as competent practitioners and expect that we are able to perform in emergency situations. Perhaps these expectations are a bit unreasonable but at the end of the day no matter the location, no matter the outcome don't we all want the peace of mind that we did all we could have done for our family, neighbor or patient.

Dr. Maller is available to assist with office emergency plans with educational presentations; hands on workshops and office evaluations by request for those unsure how to get started.

Call the ADA at 1-800-621-8099

Call the MDA at 1-800-369-8217

Fax the MDA at 207-622-6210

Email the MDA at info@medental.org

2015-2016 MDA Package Plan

✓ **September 25, 2015** –Dr. Andrea Ferreira Zandona
Dental Caries Management * (Togus)

✓ **October 23, 2015** –Dr. Thomas Rams
Periodontal Anti-Infective Therapy (Togus)

November 13, 2015 –Dr. Steven L. Rasner
Oral Surgical Procedures for the General Dentist (Togus)

December 11, 2015 –Dr. Harvey Levy
Successful Management of Anxious & Special Need
Patients * (Togus)

April 22, 2016 –Dr. Mark S. Wolff
New Roles for the Dentist in the Healthcare System *
(Togus)

June 10, 2016 –Dr. Harold Crossley
Street Drugs Exposed – What Your Patients and Your
Kids Are NOT Telling You* (Samoset, Rockport)
(Must be 18 years of age or older to attend – no exceptions)

June 11, 2016 –Dr. Harold Crossley
Want Clues to Your Patient's Health: Look at Their
Medications (Samoset, Rockport)

*Hygienists' Package Plan

(All courses are Category 1 credits for Maine licensure)

Individual Registration Forms are posted on the MDA
website (medental.org) under Continuing Education.

Note:
Sign up for the November 13
and December 11 Package Plan
CE. The form is on MDA website.
medental.org

Roster Corrections

Dr. Jean-Paul Boudreau
O=207-239-6099

Dr. Kyra Chadbourne
O=207-878-8600
info@falmouthdentistry.com

Dr. Tammy Cook
O=207-442-7581

Dr. Rachel Lukas
62 Corporate Dr
Bangor, ME 04401-4360
O=207-947-7503

Dr. Jason Marhue
O=207-363-7102

Dr. John Mason
O=207-824-3378

Dr. Alan Newton
O=207-773-6177

Dr. Jenna Pulkka
568 Lisbon St STE 1
Lisbon Falls, ME 04252-1138
O=207-9407-4301
F=207-407-4369

Dr. David Taft
dtaft48@comcast.net

Dr. Whitney Wignall
O=207-773-3111

In the News

HELLO

New Members

Dr. Israel Adeloye
Sacopee Valley Health Center
70 Main St
Porter, ME 04068
P=207-625-5126

Dr. Robert Atwell
PCHC Dental Clinic
1048 Union Stt
Bangor, ME 04402
P=207-992-2152

Dr. William Blatt
Kingston Family Dental
17 Levesque Dr Ste 3
Eliot, ME 03903
P=207-439-0779

Dr. Ainslee Flavell
2 Wellspring Rd
Biddeford, ME 04103
P=207-221-4721

Dr. Kelsey Hill
94 Main St
Gorham, ME 04038
P=207-839-2655

Dr. Michael Jones
98 Green Ridge Rd
Fort Fairfield, ME 04742
P=207-227-3722

Dr. Heather Keeling
Windham Dental Associates
4 Commons Ave
Windham, ME 04062
P=207-893-0168

Dr. Takashi Komabayashi
716 Stevens Ave
Portland, ME 04005
P=207-284-5957

Dr. Benjamin Lawlor
5 South Main St
Brewer, ME 040412
P=207-898-0819

Dr. Allan Mulandi
Crossway Family Dental
10 Market Sq Ste 3
South Paris, ME 04258
P=207-515-1843

Dr. Lisa Slaughter
62 Portland Rd Ste 41
Kennebunk, ME 04043
P=207-985-3444

Dr. Stacey Stevens
Kennebec Valley Dental Arts
51 Western Ave Ste 3B
Fairfield, ME 04937
P=207-238-6235

MDA Mission Statement

The Maine Dental Association
exists to:

- ▶ improve and maintain the oral and overall health of the people of Maine;
- ▶ serve the dentists of Maine, collectively and individually; and
- ▶ represent the American Dental Association at the state level.

Is Dental Insurance Really Insurance?

provided by American Dental Association



No! The term “dental insurance” is a misnomer. An insurance plan is designed to make someone whole in the event of a loss. What your patients have are best named “dental benefit plans.” Typical employer sponsored dental benefit plans are designed to help pay for only some of the patient’s necessary dental care. Coverage is not based on what patients need or what the dentist recommends. Instead, dental plan coverage is based on how many premium dollars the patient’s employer is willing to pay.

Note that new pediatric (child-only) dental plans available through the Marketplaces created as an “essential health benefit” by the Affordable Care Act (ACA) are more like coverage available in medical benefit plans. These do not have an annual maximum and further limit out-of-pocket expenses (deductibles, copays and coinsurance) for patients per year. After reaching the out-of-pocket maximum (\$350 for individual kids) the plan has to pay for all incurred dentally necessary expenses.

Too often, patients (and sometimes even dentists) do not understand the difference between medical “insurance” and a dental “benefit” plan. It is important for dentists to explain this difference to their patients. For more information on dental benefits and to access a quick set of videos visit the Center for Professional Success web site and go to <https://success.ada.org/en/practice/dental-benefits/dental-benefit-video-series/dental-benefit-video-series>

PARAGON DENTAL PRACTICE TRANSITIONS

PARAGON Makes Every Transition a Win-Win



Our Dual Representation policy guarantees all parties emerge as winners.

CALL: 866.898.1867 | EMAIL: INFO@PARAGON.US.COM



Your local PARAGON practice transition consultant is
Michele DesMarais

Classifieds

SEEKING EXPERIENCED DENTIST

EXPERIENCED DENTIST to provide comprehensive dental care to patients in our southern Maine Dental Health Centers. Responsibilities may include precepting residents from Tufts University School of Dental Medicine with TUSDM faculty privileges. Position is full-time with competitive salary and a generous benefits program. Previous experience is required and a post-graduate residency program is strongly preferred. Position is not available to new graduates. Community Dental is a dynamic and growing organization providing comprehensive dental care to children and adults in 5 dental centers throughout Maine. This is an opportunity to practice in a diverse, patient-centered environment, and enjoy life on the beautiful coast of Maine. Send resume to janet.adams@communitydentalme.org or telephone (207) 363-9870.

SEEKING GENERAL DENTIST

Immediate opening for full-time dentist to provide full range of oral health care in our Farmington Dental Health Center located on campus of Franklin Memorial Hospital. State-of-the-art facilities, diverse patient-centered environment. Competitive salary and generous benefits program. New graduates considered. Farmington is a progressive college community 63 miles northwest of Portland, Maine's largest city. It is a popular resort destination, known for outstanding winter sports, beautiful fall foliage, camping and hiking. Visit www.communitydentalme.org for more information. Send resume to janet.adams@communitydentalme.org. Tel 207 363-9870.

AFTCO

TRANSITION CONSULTANTS
(Since 1968)

Helping dentists buy & sell
practices for over 46 years.

FREE PRACTICE APPRAISAL

(\$5,000 value!)

CAN BE USED FOR:

Practice Sales Insurance Coverage
Partnerships Personal Net Worth
Second Opinions Retirement Planning

1-800-232-3826 Practice sales in excess of \$2,000,000,000. >>> www.AFTCO.net

Classifieds

PRACTICE FOR SALE

Mid-Coast Maine - Mature General Practice with 4 ops. Commercial Real Estate available for purchase, room for expansion or ability to lease. Extremely profitable (close to 50% net) with strong prospects for growth. Over 1600 active charts. Very desirable location adjacent to US 1. Please call Henry Schein Professional Practice representative Tyler Russell for details at 617-447-8760. #ME101.

PRACTICE FOR SALE

Lakes Region of New Hampshire - Practice in a 4 years young stand-alone building! All equipment within 5 years old. Strong restorative and crown/bridge practice. Dynamite hygiene program. Practice has 4 ops as well as full break room, exercise room, shower, and full parking lot behind building. For details contact representative: Tyler Russell at 617-447-8760 or tyler.russell@henryschein.com. #NH101

PRACTICE FOR SALE

New Hampshire Seacoast - 3 op practice located in desirable area on seacoast close to Portsmouth. R/E also available. Ideal for growth-minded dentist. Contact Henry Schein Professional Practice Transitions representative, Tyler Russell, 617-447-8760, tyler.russell@henryschein.com. #NH102

REPAIRS

KODAK & CARESTREAM INTRAORAL X-RAY SENSOR REPAIR
We specialize in repairing Kodak & Carestream RVG 5100 & 6100 dental X-Ray sensors.
Repair & save thousands over replacement cost. We also purchase your old / broken Kodak RVG 6100 sensors.
www.KodakDentalSensorRepair.com / 919-924-8559

DENTAL ASSISTANT

Dental Assistant needed 3 days for a busy practice. Must have radiology license; experience preferred. Please submit cover letter & resume via email to BDHA@BDHA.ME.

Have life's challenges got you down?

If use of drugs (including alcohol) or other compulsive behaviors have become a problem for you, help is just a phone call away. The Medical Professionals Health Program can provide you with confidential guidance to help you, a friend or colleague with substance use issues. Please call the number below for assistance or for more information. Eligible professionals include: physicians, physician assistants, dentists, hygienists, denturists, nurses (all licensed), pharmacists and veterinarians.

*** Medical Professionals Health Program
(207) 623-9266 ***

Multi-professional Peer Support Group Meetings

These weekly confidential meetings (Caduceus Groups) are mutual peer support meetings for the health professionals listed above who are experienced with recovery for chemical dependency, addictive behaviors and/or other medical or mental illness, including depression. Please call the contact number listed for more information.

PRESQUE ISLE: Thursday at 7:30PM - Aroostook Medical Center, Nat: (207) 551-2171

BANGOR: Monday at 7PM - Acadia Hospital - Osprey Room, Patti: (480)221-9776

CALAIS: Thursday at 7:15 PM - Surgical Services Office, 15 Palmer St., Dave: (207) 461-8724

FARMINGTON: Tuesday at 5:00 pm - UMF - Education Bldg, Rm 322 Jen: (207) 272-4449 Jack:(207) 578-0232

LEWISTON: Tuesday at 7PM - New Wing St .Mary's Hospital Front Lobby, Julie: (207) 784-2985

PORTLAND: Wednesday at 7PM - Mercy Hospital Level B2 Upper Aud., Don: (207) 651-7008

PORTSMOUTH, NH: Monday at 7:30PM - Portsmouth Ballroom, Laura: (603) 534-2372

Classifieds

GENERAL PRACTICE FOR SALE

Beautiful, productive Lakes Region of Maine general practice for sale. With apx. 200 ft. of lake front, your patients are certain to enjoy the spectacular views from this office. This practice has been part of the community for 45 years. The design provides a quality atmosphere to impress your patients. Five updated and well equipped treatment rooms, CEREC, digital radiographs, Panorex, an average of 20 new patients per month and growing. Eaglesoft operating system. All systems are in place and ready. This is a solid community based practice. The property comes with a great 3 season 2 bedroom camp with two ¾ baths, located feet from the lakeside. Call PARAGON for additional details.
Michele DesMarais
603-455-8848 cell 603-528-5160 office
michele@paragon.us.com

ASSOCIATE WANTED - FULL or PART TIME

Busy adult restorative practice in Bangor. New, state-of-the-art facility emphasizing comprehensive care along with a high level of patient service. Upbeat and motivated team with a high level of staff and doctor training. Send cover letter and CV to Creative Dental Solutions, 1407 Broadway, Bangor, ME 04401.

ASSOCIATE WANTED - FULL or PART TIME

Bingham Area Dental Center seeks dentist to provide general dentistry within a FQHC established in 1975 serving 2,500 people of all ages. Receive competitive compensation and malpractice coverage.
Loan repayment eligibility.
HRCHC, 10 Water Street, Suite 305,
Waterville, ME 04901 | 207-660-9913 |
Fax 207-660-9901 | Communications@
HealthReach.org | www.BinghamCHC.org.

GENERAL DENTIST WANTED

Belfast Dental Care, LLC is looking for a dentist to join our thriving practice. I am seeking someone who wants to treat people, not deal with paperwork. The office is averaging over 65 new patients per month. The office has 8 operatories, and they are all busy. We have recently renovated the office adding digital radiographs and a new Panorex. I will be handling the marketing, new patient generation and management. We are located in Belfast, a small city on Maine's beautiful Mid-Coast which is a great place to live. If interested, please send an email to piper@belfast-dentalcare.com

DENTIST SEEKING PART-TIME POSITION

Pediatric Dentist with thirty+ years experience in private practice, FQHC, and O.R., who loves kids of all ages, especially those with "special needs," is seeking a part-time position (one day per week +/-). Please call "Dr. Linda" at 207-966-2676. Thank you!

DENTIST

We have an opportunity for a general dentist, pediatric dentist, or oral surgeon to join our high quality, busy practice.
Please call 207-233-1393.

PRACTICES FOR SALE

Since 1981 - Jim Kasper Associates LLC - Specializing in Appraisals and Sales of Dental Practices throughout the Northeast.

Current offerings in Maine include:

Portland \$950K gross,
Cumberland County \$1M+ gross,
Yarmouth Area \$700K gross,
Brunswick \$650K gross, nets 50%,
Bangor area \$500K gross,
Oxford County \$1.2M gross nets 50%,
Augusta \$870K gross.

All inquiries confidential. Our Maine representative is Dr. Tony Bates
207-975-1942. Visit our website at
www.jimkasper.com
email info@jimkasper.com.

PRACTICE FOR SALE NEAR SPECTACULAR BAXTER PARK IN NORTHERN MAINE

This practice is for the dentist who wants to be in a lovely rural community that really needs and appreciates a caring dentist. Situated just outside Patten, Maine on Route 159, which goes to the northern entrance of Baxter Park, this 30 year well established practice consists of a 2BR house and separate office building on 15 acres with a great view of Katahdin. In this area there are limitless opportunities for outdoor recreation including: hiking, camping, canoeing, kayaking, hunting, fishing, snowmobiling, cross country skiing, water skiing, flying, to mention a few. The years are adding up and I need to slow down, but would love to work a day or two a week to transition. If you want to make a difference where a dentist is really needed and if you love the great outdoors, please contact Dick Engroff at 207-528-2255 days or 207-528-2749 evenings for more information.

ASSOCIATE GENERAL DENTIST

Maine, Augusta ~ Fantastic opportunity for a General Dentist looking for an associate position! Due to one of our wonderful dentists retiring, the established practice of Evergreen Dental Associates LLC is looking for a highly motivated candidate with exceptional clinical and communication skills to join our team 3-5 days per week. This is a totally computerized office with a very efficient team and developed patient base; great facility with tools like digital x-rays, cameras, and digital impressions. See our website at www.evergreendental.net to learn more about us.
Please contact Mrs. Mikki Studley
(207) 622-0861 or email
mikki@evergreendental.net.



SELLING WELL-ESTABLISHED PRACTICE

A 40-year old dental practice in a pristine wilderness setting unequalled in the lower forty-eight. We cannot claim to be in heaven, but if you get on the roof you can see it from here. Fort Kent is either the beginning or the end of U.S. Route 1 depending on which direction you are heading. Available in our area are extreme outdoor activities which include, thousands of miles of well groomed snowmobile and ATV trails, downhill and cross country skiing-International Biathlon venue, ultimate hunting and fishing and the best golfing. These are just to name a few. Fort Kent's educational experience from elementary to college can be completed within half a mile of each other. This is a beautiful area to have a practice, live your life and raise a family.
Please call if interested: 207.834.3907

ASSOCIATE GENERAL DENTIST WANTED

An amazing opportunity for a general dentist to work as an associate in an established, friendly, successful practice. Excellent compensation package for the right individual with opportunities for loan repayment and housing assistance. Please email resume to:
careers.workwell@gmail.com.

FOR SALE

Picasso lite soft tissue diode laser. New in box. Yankee Dental price \$3063.89; selling for \$2700.00 or best offer. Rated in Pride Institute as "Best in class technology award for 2015."
Call 207-829-5511.

GENERAL PRACTICES FOR SALE

Historic seaside towns.
#ME-1226: Knox County, northern ME. 3 Operatories. Practice open for 30+ years. Beautiful scenery!
#ME-1230: York County, southern ME. 3 Operatories. Average collections \$552, 918 (net profit 53%). Very profitable; well-established patient base.
For details contact Dan Baccari,
877-365-6786 X-223,
d.baccari@NPTdental.com, or
www.NPTdental.com
(National Practice Transitions)

The MDA News of the Maine Dental Association is published quarterly by the Central Office in Manchester, Maine, for circulation to members and friends of the Association. Opinions expressed by authors may not represent the official position of the MDA. Publication of an advertisement is not to be interpreted as an endorsement by the MDA unless specifically stated. The MDA News reserves the right to edit all communications. News, inquiries, or comments may be addressed to: MDA News, Maine Dental Association, PO Box 215, Manchester, ME 04351

Phone 207-622-7900 Fax 207-622-6210 E-mail info@medental.org



MDA NEWS
 29 Association Dr
 PO Box 215
 Manchester, ME 04351

**PRST STD
 US Postage Paid
 Permit # 238
 Hallowell, ME**



American Academy of Implant Dentistry

Join Drs. John Minichetti and Matthew Young for intensive lecturing and hands-on programs, including esthetics, guided surgery, and bone-grafting on cadavers.



**Second Annual Interprofessional Symposium:
 The Body on Fire**

Join us for informative lectures that will discuss the cause and effect of inflammation, from the systemic to the oral cavity.

University Central

What better way to earn CE credits and network than to join experts and alumni from two of New England's leading dental schools!



CBCT Digital Imaging Pavilion

Learn everything you need to know about cone beam computed tomography (CBCT)!

YANKEE FAST TRACK Health and Wellness

Attendees will gain an understanding of stresses associated with a career in dentistry and learn to identify warning signs.



Marvin Berman, DDS
 Pediatrics



Jeff Brucia, DDS
 Restorative



Mel Hawkins, DDS
 Anesthesia



Karl Koerner, DDS
 Oral Surgery



Uche Odiatu, DMD
 General Health



John Olmsted, DDS
 Endodontics



Shannon Pace Brinker, CDA
 Auxiliary Techniques



Rhonda Savage, DDS
 Practice Management



Dennis Tarnow, DDS
 Implants



Dave Weber
 Practice Management

Register Now | yankeedental.com | 877-515-9071 | CONNECT WITH US