

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



Maine Dental Association



Summer 2015

Volume 1 Number 4



Maine Dental Association Officers Elected at Business Meeting



What's Inside?

The Business Side...	2
News from the President	3
MDA Leaders in Washington	4
ADA Annual Session	4
Dental Hygiene Therapists Bill	5
Dentistry with a Heart	6
Important Board News	7
MDA Cares	7-8
Three Wins for Fluoride	9
Convention 2015 Photos	10-11
From the First Tooth	12
New Members / In the News	12
ICD-10 Transition	13
Classifieds	14-15
MDA Package Plan	16



The MDA Annual Business Meeting was held at 4:30 pm on Saturday, June 13 at the Samoset Resort in Rockport as part of the MDA's Convention 2015.

The newly elected officers (pictured above and from left to right) will serve through the end of next's year's convention, June 10-11, 2016.

- President-Elect: Dr. Peter Drews, Lewiston
- Secretary: Dr. Michelle Mazur-Kary, Auburn
- Vice President: Dr. Gary Creisher, Kennebunk
- Treasurer: Dr. David Kerr, Portland
- President: Dr. Timothy Oh, Ellsworth

Also elected: Long-Term Delegate beginning November 11, 2015: Dr. Jonathan Shenkin



The Maine Dental Association (MDA) is a professional membership organization of licensed dentists whose object is "to provide representation, information and other services for the dentist members and, through the dentist members, promote the health and welfare of the people of the State of Maine."



The Business Side of Practice Ownership

Dr. Rebecca Berry, Oakland



I hardly remember any practice management courses from dental school. Not because I wasn't listening or didn't think it was important, but because at Tufts it was offered as a first year course – when I was still trying to figure which tooth #6 was and attempting to drill perfect preps on plastic teeth. Needless to say, I didn't get much out of those seminars.

Fast forward to last summer, when I had just purchased a practice and didn't know anything about the business side of practice ownership. Then I heard about Bentley University's "Mini-MBA" program for dentists. Thanks to the Maine Dental Association for selecting me for a scholarship, I am half way through the year long program and feel like it would have taken me 10 years of practice ownership to even get a grasp on a fraction of the information presented so far.

As dentists, we are trained to concentrate on clinical skills and most of us are always seeking continuing education on becoming better clinicians. But for those of us who own a practice or aspire to own a practice, having a comprehensive understanding of business concepts is key to building a successful practice and can mean the difference between thriving and surviving. You can be a whiz at implants or endo, but a single wrong business choice can be financially devastating. This knowledge is especially critical to young dentists graduating with hundreds of thousands of dollars in student loan debt, such as myself.

The program, which presented from a business perspective that was never discussed in dental school, is split up into eight days throughout the year, with Bentley faculty leading the interactive sessions. Topics include all the facets of running a successful dental practice: leadership, marketing, finances, human resources and legal considerations. For me, the two days dedicated to financial topics has been invaluable. I have learned how to calculate the return on capital investments made in my practice (yes there is a calculation for that!), calculate key financial ratios such as operating profit margin and compare it to industry standards as well as just understanding what all those lines on my balance sheet mean. I do have a dental CPA but by comprehending these numbers instead of just handing them over for someone else to manage has been eye opening.

While the faculty members are experts in their respective fields, the other 20 dentists in the course have been invaluable sources of information as well. Most of them have owned practices longer than I have been out of high school and their experiences, both good and bad, have prevented me from making the same mistakes – and have helped me to recognize the ones I have already made. Their backgrounds in practice style, location, age, etc. is varied and I have learned something from every single person there. There are even some practice managers (non-dentists) in the course, so when it comes to HR topics or anything to do with staff management, these people are gold mines.

Bentley's Mini-MBA has something to offer every dentist, from the recent grad to the seasoned vet. The yearlong course structure is advantageous because you get information on a topic, have time to digest and implement it before moving on to the next subject. For me, it has been the perfect complement to my journey into practice ownership. Being only half-way through the course I am excited to learn what the second half brings! If you have any questions about the course, you can always reach me at becca.jean.berry@gmail.com.

“...having a comprehensive understanding of business concepts is key to building a successful practice and can mean the difference between thriving and surviving.”

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



Inward or Outward

I enjoyed seeing many of you at the MDA Convention in Rockport. The conference was a great opportunity for valuable CE, meeting with colleagues, and giving back to the community (see *MDA Cares* article on page 7). Serving as a volunteer leader has given me the privilege of attending many other meetings these past few years at all levels of organized dentistry. These opportunities have allowed me to observe a trend I would like to report on.

Inward

Perhaps it is a response to the ominous graphs that depict a slow steady attrition in numbers, but I have noticed a concerted effort at all levels to focus on membership numbers. Many of the presentations and glossy brochures focus on items like: “member value”, “ROI”, “benefits of membership”, and “market share”. Most of you are aware that membership in the ADA Tripartite affords you discounts on things from examination gloves, to washing machines, credit cards, or even a new car. There seem to be continual efforts to make you feel like you are getting a good return on your dues dollars. These efforts are necessary steps for a membership association, yet, at least to me, are all focused INWARD. Ultimately, it could sometimes appear that we are a group of professionals that are focused on what we can give to ourselves to make ourselves feel better about joining the group. Unfortunately, if this becomes our primary concern, we are bound to fail. Truthfully, each of us could probably find a more personally rewarding investment for our money – there has to be more incentive than what return a member gets for his or her dollar.

Outward

In many settings we achieve more as a group than we can individually. Organized dentistry allows us to address issues that face dentistry as a collective whole, rather than trying to work independently. I am sure we would all like dentistry to be seen in a positive light, to be protected from legislative and regulatory intrusion, and remain as a great profession. Organizations such as the ADA/MDA can have a greater impact on these issues if they remain strong. As a group we can succeed in advocacy, philanthropy and charity, and improving the overall reputation and credibility of our profession in ways we cannot individually. I believe there is untapped potential for our organizations to reach out and have a positive impact for dentistry. However, I believe, we need to extend beyond our association's traditional roles and proactively look for ways to augment the profile of our profession within society. We need a more OUTWARD focus to accomplish the goals listed above. Unfortunately, we have been at the short end of the stick in several legislative battles that directly affect our profession, and hopefully we can avoid this in the future. Through coordinated outreach efforts and PR we can improve the way dentists are viewed in the state, by coordinated lobbying and relationship building with legislators we can win on the hill. I firmly believe that the question we should be asking is not what does my association do for me, but rather what can we achieve together?

What do you want to accomplish today?

Sincerely,
Timothy Oh, DMD

MDA Leaders in Washington, D.C.

(L-R) Dr. Timothy Oh, Dr. Demi Kouzounas, Representative Bruce Poliquin, Dr. Michelle Mazur-Kary, Dr. Gary Creisher



(L-R) Dr. Demi Kouzounas, Dr. Timothy Oh, Senator Susan Collins, Dr. Michelle Mazur-Kary, Dr. Gary Creisher



(L-R) Dr. Demi Kouzounas, Dr. Gary Creisher, Dr. Michelle Mazur-Kary, Senator Angus King, Dr. Timothy Oh

Innovative Education Begins at ADA 2015 – America's Dental Meeting



AMERICA'S DENTAL MEETING®

Join us in Washington, D.C. this November 5-10 and take advantage of the innovative continuing education that the ADA has planned for you!

November 5-10 • Washington, D.C.

- Over 300 CE courses, including hands-on workshops, live-patient Education in the Round courses in 3-D, advanced-level Cone Beam certifications, and more.
- New Dentist Conference for those who have been out of dental school for less than 10 years. For only \$350, which includes your ADA 2015 registration, gain access to an exclusive CE track; keynote speaker Daymond John, Shark Tank co-star and entrepreneur; reduced hotel rates; social and professional networking opportunities and more. Register now at ADA.org/NDC.
- Women Dentists Take the Lead. The American Association of Women Dentists and ADA are offering a customized program, including CE courses, a special keynote speaker, a silent auction and more.

The full CE line-up is featured in the June issue of the [Journal of the American Dental Association](#) and on eventScribe at eventscribe.com/2015/ADA/.

Register today at ADA.org/meeting.

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



3 Letters Can Make all the Difference

for Members of the Maine Dental Association.

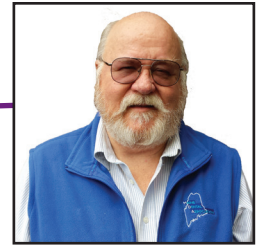
As an endorsed vendor of the Maine Dental Association, USI Insurance Services is pleased to be the administrator of the Professional Protector Plan® for Dentists program. Call us today for more information on professional liability, general liability, and property coverage.



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

Copyright ©2015 USI Insurance Services. All Rights Reserved.

The Dental Hygiene Therapists Bill and Where It Is Now



John Bastey, MDA Director of Governmental Affairs

L.D. 1230 An Act To Improve Access to Oral Health Care, a bill to allow non-dentists to perform surgical dental operations, was passed after two years of consideration. It was signed into law on April 28, 2014 but wasn't effective until August 1, 2014, or a little less than a year ago. Since then, as directed by the legislature, the Board of Dental Examiners has been working hard to implement the law.

In the new law, the Dental Board is required to write rules for implementation by January 1, 2015, a tall order, and a very large task for a governmental agency with only four staff people and a part time attorney from the Office of the Attorney General.

In fact, two sets of rules need to be written and approved to implement the Dental Hygiene Therapist program. The first are rules concerning the educational requirements to be a DHT, and second, once the educational requirement rules are done, is a set of rules concerning how DHTs are to be licensed.

DHT education rule

- To accomplish the first task, the educational rules, the Board first created the Ad Hoc DHT Rules committee consisting of:
 - a member of the Maine Dental Association;
 - a member of the Maine Dental Hygienists' Association;
 - a dentist who practices at a dental clinic at which at least 50% of that dentist's
 - patients are eligible for the MaineCare program;
 - a dental hygienist who practices at a dental clinic at which at least 50% of that dental hygienists patients are eligible for the MaineCare program;
 - a person whose area of expertise is in public health; and
 - a member of an organization that advocates for low-income persons.
- Attending as a volunteer, was Dr. Hanley, dean of the UNE dental school.

That committee first met on Sept 26, 2014. As the committee started its work it became clear that the legislatively created date for completion of the rules was overly ambitious. This was something that the MDA and others had said during hearings and workshops as the law was written. The new Executive Director of the Board informed the legislative committee of jurisdiction, the Labor, Commerce, Research and Economic Development Committee (LCRED) and the Speaker of the House of Representative, of the likelihood of a late submission, but promised to work as hard and as quickly as possible.

Over the course of the next four months, the Ad Hoc committee and Board staff drafted a set of rules on DHT education. The Board reviewed them and took the rules to a public hearing on February 2, 2015. The rules were adopted at the regular Board meeting on April 10, 2015, six months after the initial meeting of the Ad Hoc DHT committee.

Since then, and as of this writing, the document is being reviewed by the Office of the Attorney General. When that review is done, it will be sent to the Secretary of State and become part of the rules of the Board of Dental Examiners under the Dental Practices Act.

DHT licensing rule

The next step for the Dental Board is to create a set of rules that the Board can use to determine the specific qualifications of a specific applicant for a DHT license. Those rules depend, to some extent, on the education rules, which are under review. Once that's done, the Dental Board can work on the licensing rule. To that end, the Board is using its newly formed Rules Committee made up of Dr. Lisa Howard, Ms. Tricia Spearin, RDH and Ms. Kathryn Young, LD. The committee has already started looking at prioritizing rulemaking efforts based on legislative mandates and other rules the Board promulgates.

That happened on May 1, 2015, when the committee had its first meeting and adopted the position that the DHT licensing rules would be its first priority to the extent that was possible. However, since those rules are under review by the Attorney General before they can be posted by the Secretary of State, the Committee began work on other rules.

Other rules

Other rules included the legislatively mandated rule to accommodate LD 918 and the bill giving IPDHs the ability to take X-Rays. In addition, the Board will consider revising its rules that allow Dental Externs to practice in Maine to better reflect the time needed for students to complete dental externships. Since UNE students begin practicing on local patients in clinics around Maine, the Board needs to move quickly on that rule as well.

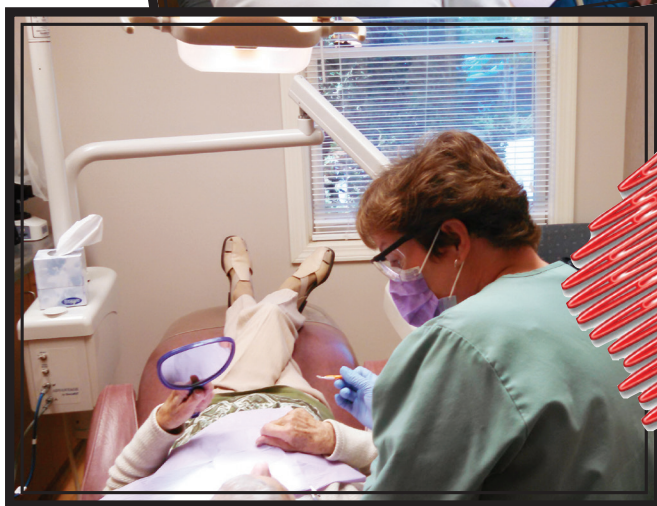
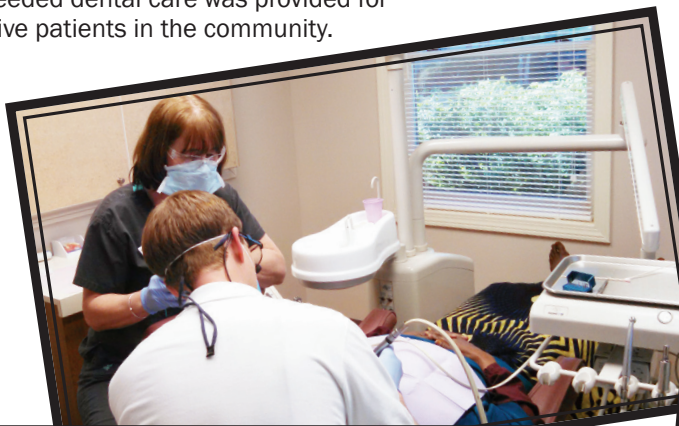
The Rules Committee will meet in the Board Room from 9:00 to 12:00 on the following Fridays:
June 20, July 24, August 21, September 25, October 23 and November 20.

Dentistry with a Heart

Riverview Dental Associates held a Dentistry With a Heart Day on Friday, May 22nd. Free dental treatment such as cleanings, restorative work and extractions were provided for area low income families, veterans, abused women advocacy clients, as well as homeless individuals. With the help of a few providers from other dental practices in the area, \$20, 291.00 was provided in free dentistry. This treatment included 70 extractions, 22 restorations, 19 cleanings as well as exams, various x-rays and consultations.

The providers participating in this event were Dr. J. Scott Bernardy, and his hygienists Pauline Carr and Cheri Skilling from Riverview Dental Associates, Dr. Will Catterton from Taylor Brook Dental, and Dr. Terry Wang from Maine Oral & Maxillofacial Surgery. Several staff members, friends and family from these offices also participated to help keep things running smoothly. It was a very busy and eventful day and wouldn't have been possible without the help from the volunteers that donated their time and services.

Some much needed dental care was provided for very appreciative patients in the community.



Important Board News



John Basteley, MDA Director of Governmental Affairs

Dr. David Pier has worked hard for and on the Board of Dental Examiners for nearly five years, attending Board meetings as well as serving on the Continuing Education Committee and the Denturists Subcommittee. In addition, he has performed such other duties as have been asked of him over the course of his term.

Dr. Pier will decline a second term on the Board. That means, under Maine Law, the Governor may accept nominations from the Maine Dental Association and from other organizations and individuals to fill the vacant seat. Therefore, I am soliciting volunteers from the MDA membership to submit applications to take Dr. Pier's chair on the Board.

Why do this?

It is important that the MDA have a roster of dentists who are interested in serving on the Maine Board of Dental Examiners. It is also important that the MDA be part of the selection process for the Dental Board by proposing names of new dentist for Board membership.

The statutory requirements to serve on the Board are as follows:

The Board of Dental Examiners, established by Title 5, section 12004-A, subsection 10, and in this chapter called the "board," consists of 9 members, appointed by the Governor as follows: five members of the dental profession, 2 dental hygienists, one dentist and one representative of the public. [2003, c. 669, §1 (AMD).]

1. Membership. A person is not eligible for appointment to the board who has been convicted of a violation of the provisions of this or any other prior dental practice act, or who has been convicted of a crime punishable by more than one year's imprisonment. A person is not eligible for appointment to the board who has served 10 years or more on a dental examining board in this State. Appointment of members must comply with Title 10, section 8009. The Governor may remove a member of the board on proven charges of inefficiency, incompetence, immorality, or unprofessional conduct. [2007, c. 695, Pt. B, §7 (AMD) .]

2. Dentists. The Governor may accept nominations from the Maine Dental Association and from other organizations and individuals. **Members of the dental profession must hold a valid dental license and must have been in the actual practice of dentistry in this State for at least 10 years immediately preceding the appointment.** The term for a member who is a dentist is 5 years. A dentist is not eligible to serve as a member of the board while employing a dental hygienist who is a member of the board.

So, this is a call to those interested in serving the profession of dentistry in Maine:

I am asking any dentist who is a member of the MDA and has an interest in serving on the Maine Board of Dental Examiners to forward a letter, with CV, for consideration by the Executive Board of the Maine Dental Association. The Executive Board will then forward its recommended name, or names, to the Governor's Department of Boards and Commissions for consideration.

Address your letter of interest along with your CV to Ms. Cindy Sullivan, Executive Director, Maine Dental Association, Post Office Box 215, Manchester, Maine 04351.

MDA CARES Initiative Launches with Free Clinic

Timothy Oh, DMD



ROCKLAND – Following the initiative of the ADA hosting a charity event in conjunction with their past 3 annual meetings, the MDA put on a Free Dental Day charity opportunity alongside our recent Annual Convention. The event was held at the Rockland public elementary school, the South School. The local Knox Clinic and school nurse, Gretchen Kuhn, were integral in planning and distributing information about the clinic. The Ellsworth-based Caring Hands of Maine Dental Center's mobile dental program provided all the equipment and supplies. Some of the supply costs were offset by generous support from Northeast Delta Dental, Patterson Dental, Crest/Oral-B, and UConn School of Dental Medicine.

Sunday morning following the convention, a 10-chair dental clinic was set up in the school gymnasium. Several MDA dentists volunteered along with Maine hygienists and a local dentist. Much assistance was given by a group of 10 UNE dental students and a volunteer group of faculty/students from UConn. Overall, 64 patients received care of the approximately 100 who came to the event. The event had prescheduled "appointments" with 70 patients given scheduled appointments and the next 60 told to come-and-wait. The Caring Hands group received approximately 1000 calls in the preceding weeks from patients interested in the event. The average patient age was 32yrs old and extractions were the most common non-diagnostic/preventive service provided. Based on current Delta rates, \$19,252.00 of donated dentistry was provided. We are hoping to make this an annual component of our Conventions. It is a great way to give back to the community and show them that the MDA Cares.

This year we are looking to collaborate with local dental societies or other groups in statewide outreach efforts through our MDA Cares initiative. If you are interested in hosting an event in your area or need help with an existing program please contact the MDA!



Picture of one side of the gym transformed into a busy dental clinic for the day.

See page 8 for more photos.



Dr. Kevin Norige, private practitioner and faculty at UConn with MDA officers, Drs. Timothy Oh, Demi Kouzounas, Peter Drews



MDA VP Dr. Gary Creisher volunteers to treat patients.



MDA dentist, Dr. David Pier works with a UNE dental student to restore a smile.



MDA Dentists and UNE faculty Dr. David Pier with Dr. Oh, Dr. Norige and group of UNE dental student volunteers



Denturist Kathryn Young and MDA dentist Dr. Jeffrey Grossner of the Lincoln County dental program with Dr. Oh

TRANSITION WITH CONFIDENCE IN MAINE.

Jim Kasper Associates has been helping dental professionals transition their businesses since 1981. With an experienced and dedicated sales professional located right here in Maine, Jim Kasper and Associates can work with both buyers and sellers to facilitate a smooth transition to the next phase of your life and career.



Practice Transitions • Sales • Appraisals • Associateships

In Maine, contact Dr. Tony Bates: 207.975.1942 or Dr.Tony@JimKasper.com

Congratulations to our latest successfully transitioned practitioners!

Dr. Phil Higgins – Rockport, ME
to Dr. Katie Cunningham

Dr. Richard Sewall – Wilton, ME
to Dr. Kevin Guze

Dr. Mitch Auster – Lewiston, ME
to Dr. Kevin Connelly

Dr. Bill Risser – Brewer, ME
to Dr. Nicole Cividanes

To our sellers, we wish you well and great happiness in whatever is next or wherever your new life takes you.

To our buyers, we are confident you will find great satisfaction owning a productive, ethical and profitable private practice.

Chalk Up Three Wins for Fluoride in Maine



John Bastey, MDA Director of Governmental Affairs

Fluoride

- ✓ Kennebunk, Kennebunkport, Wells
- ✓ Bethel
- ✓ Medway and East Millinocket

Three times in different parts of Maine, the anti-fluoride movement attacked public water fluoridation. First, in January and February, the Kennebunk, Kennebunkport, and Wells Water District (KKWWD) introduced legislation that would have let water district members, instead of municipal officers, vote to keep or remove water fluoridation. That effort died in committee, a vote that

resulted from work by a coalition of pro-fluoride organizations, led by the MDA and the Maine CDC. Had the measure passed, water districts instead of the municipalities would decide on fluoridation with the likely consequence of removing fluoride from public water all over Maine.

Given the KKWWD's persistence on this issue, I expect it will come up again because the KKWWD has been working to take fluoride out of the water it delivers to its seven member communities for several years. The KKWWD became fluoridated only twelve years ago. The York County Dental Society was instrumental in bringing fluoridation to the KKWWD and in stopping municipal efforts to remove it by KKWWD last year. That victory prompted KKWWD managers to try their losing legislative strategy.

In Bethel, a single town water district, a fluoride removal article was put on the warrant for the town meeting on June 9th at the behest of a local business woman who is not a Bethel resident. The article was discussed at two public hearings, one last fall, and another in May. The anti-fluoride article was resoundingly defeated, due in large part to the work of Dr. John Mason and Joann Moulton, a hygienist in his office. Others who contributed letters in the local paper, the Bethel Citizen, included Dr. Lisa Howard, physicians and other hygienists from the area, and the local health center. The effort showed that the "Fluoride Action Team" could work together to overcome anti-fluoride efforts in Maine. The Team is an unofficial collection of pro-fluoride groups including the Maine Dental Association, the Maine CDC, representatives from Maine Health Inc. and others.

The surprise of the month was when we learned of a fluoride removal initiative in E. Millinocket and Medway! On June 25th, at 4 PM, the afternoon of the vote, when we learned of a warrant article on the Medway and E. Millinocket town ballots to discontinue fluoridation. Local dentists had spoken against the initiative at the public hearing in May. The final vote was 25 to 15 to keep the district fluoridated.

Three challenges and three victories! However, the activity shows two things; first the anti-fluoride movement is alive and active in Maine, and second the Fluoride Action Team needs some volunteers in central and northern Maine. Being surprised in East Millinocket was a wake up call.

What would a volunteer do? Just keep watch for anti-fluoride meetings and let the MDA know if you hear of an effort to remove fluoride from any local public water supply. Once the MDA knows we can alert and coordinate pro-fluoride groups and begin a campaign to keep the public water supply fluoridated.

In closing it is important to offer thanks to the professionals in all the water districts that continue to do an excellent job of fluoridating the public water supplies in Maine. Nearly 80% of the people who use public water, use fluoridated water. Maine is 22nd in the country in that category and the MDA is working to keep it that way.

MDA Mission Statement

The Maine Dental Association (MDA) is a professional membership organization of licensed dentists whose object is "to provide representation, information and other services for the dentist members and, through the dentist members, promote the health and welfare of the people of the State of Maine."



CONTINUING DENTAL EDUCATION





Dr. Dean Tourigny (at podium) and Ann Caron, DDS Coordinator, acknowledge Dr. Rick McGuckin and Julie Skelton of Eliason Dental Lab for their generosity with Dental Lifeline Network.

Dr. Michelle Mazur-Kary and Dr. Rob Berube are the newest MDA Honor Wall Recipients.



The MDA has some talented musicians who provided great entertainment at the Dinner Dance.



DINNER DANCE

From the First Tooth: Improving Oral Health in Maine

Kneka P. Smith, MPH

From the First Tooth is a pediatric oral health initiative promoting the oral health of infants, toddlers and preschool children (ages birth through 47 months) by integrating an evidence-based preventive oral health intervention into pediatric medical care. Specifically, primary care medical clinicians caring for young children incorporate the following four components into well child care:

- oral evaluation
- application of fluoride varnish
- health education for parents
- referrals to dentists

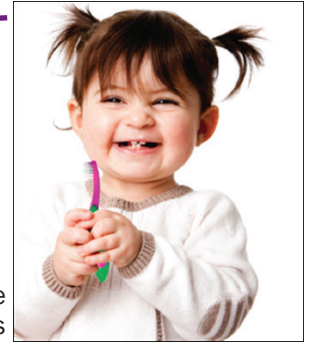


National recommendations state that all children should have their first dental visit by age one and yet age one dental visits do not occur for many babies in Maine. Conversely, nearly all young children obtain regular medical care. Therefore, From the First Tooth's primary approach is to engage medical providers and parents in Maine to prevent tooth decay "from the first tooth" until children transition to a dental provider. This approach aligns with the 2014 Recommendation by the US Preventive Services Task Force that primary care clinicians apply fluoride varnish to the primary teeth of all infants and children starting at the age of primary tooth eruption.¹

From the First Tooth started as a pilot in 2008 and launched statewide in 2010. The proportion of pediatric and family medicine practices trained by From the First Tooth stands at 67% (163/245) with over 80% of the medium and large practices providing early oral evaluations, fluoride varnish applications and patient education and referral information for infants, toddlers and preschool children.

In 2014, over a third of Maine children ages 1 to 2 years of age were reached by From the First Tooth during their medical appointments (up from 15% in 2011). Additionally, the proportion of children who received at least four applications of topical fluoride before age 4 years has moved from 8% in 2011 to 18% in 2014 (representing fluoride applications provided by medical providers, dentists and dental hygienists²). In addition to a dental benefit, multiple entities including Anthem, Harvard Pilgrim, Maine Community Health Options, MaineCare and United Healthcare cover fluoride varnish as a medical benefit.

Northeast Delta Dental made a recent grant award to further the effort of From the First Tooth to link medical providers and dentists in order to improve referrals through a series of local gatherings called "Dining with the Dentists." In a time where integrated and holistic care is rapidly expanding and the concept of a "medical neighborhood" is emerging, it is appropriate that dental care be more closely aligned with physical care in order to improve health outcomes and reduce health disparities. The main objective of "Dining with the Dentists" is to bring dental and medical professionals within a community or a region together to better coordinate the physical and oral health care of young children.



In collaboration with the Maine Dental Association, *From the First Tooth* is seeking to hold at least seven more "Dining with the Dentists" between now and the Spring of 2016. Staff will coordinate a meeting location, assist with invitations to local medical and dental providers and cover associated costs (room, food, etc.). If you'd like to have a Dining with the Dentists event in your community, please contact Susan Cote, Program Manager, at (207) 662-6309 or cotes4@mainehealth.org. Also, component dental societies are encouraged to host a "Dining with the Dentists" in conjunction with *From the First Tooth*.

Key partners in implementing the FTFT model are the state's three largest health systems: MaineHealth, EMHS, and MaineGeneral Health. The initiative's primary funding is from the Sadie and Harry Davis Foundation with additional funding from the DentaQuest Foundation and Northeast Delta Dental. *From the First Tooth* is administered by MaineHealth, an integrated healthcare system of leading, high-quality providers and other healthcare organizations whose vision is "working together so our communities are the healthiest in America." For more information visit www.fromthefirsttooth.org.

¹<http://www.uspreventiveservicestaskforce.org/Page/Document/RecommendationStatementFinal/dental-carries-in-children-from-birth-through-age-5-years-screening>

²From the First Tooth 2014 Summary Report.

Note:
Sign up for the 2015-1016 Package Plan. First course is September 25.

HELLO
New Members

In the News

Dancing with the Dentists
*November 14, 2015
*Heritage Center, Portland
*Please contact Dr. Glen Knock for more information: 207-781-5900 or drknock99@msn.com.

Dr. Thomas Bauer
1 Willow Run Mt. Auburn Ave
Auburn, ME 04210
P=207-784-8587

Dr. Abhay Ektare
Eastport Health Care (until 7/1/15)
30 Boynton St, Eastport, ME 04631
25 Hadley Lake Rd (after 7/1/15)
Machias, ME 04654
P=207-214-9892

Dr. Benjamin Lamarche
38 Main St
Porter, ME 04068
P=207-625-8551

Dr. Katherine Par t
Community Dental
177 Main St
Lewiston, ME 0404240
P=207-777-7442

Dr. Natlie Sigwart
Bucksport Regional Health Care Center
110 Broadway
Bucksport, ME 04416
P=207-902-1100



Work Day at the MDA!

The front doors get a much needed paint job as Patti (left) and Cindy (right) inspect their work!

Attention Dental Providers and Office Staff

The 2006 Dental Claim form from the American Dental Association (ADA) will No Longer be Accepted by MaineCare but the 2012 form will continue to be honored.

In preparation for the ICD-10 transition, effective July 1, 2015, the 2006 ADA Dental Claim Form will no longer be accepted by MaineCare. We will continue to accept the 2012 ADA Dental Claim Form. For more information about how ICD-10 will impact dental providers, see the [ICD-10 Update for Dental Advisory Committee](#) found on our ICD-10 webpage. To purchase 2012 ADA Dental Claim Forms, please go to the ADA's website. For questions, please contact Shelly Hayward by email or by phone at (207) 624-6933.

The International Classification of Diseases (ICD) is a set of codes used to classify medical diagnoses and inpatient procedures. ICD codes are used for patient health records, provider reimbursement, and public health reporting. ICD-10 replaces the ICD-9 codes sets that are currently used in the United States, and includes updated medical terminology and classification of diseases. The World Health Organization (WHO) is responsible for managing and publishing revisions to the ICD Code set.

Dentists will only be using the oral surgery codes and can continue to use the 2012 ADA claim forms.

SUDOKU PUZZLE

sudoku-puzzles.com

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

PARAGON

DENTAL PRACTICE TRANSITIONS

RECENT TRANSACTIONS

Kevin Guze, D.M.D., D. Med Sc., M.Sc.

has acquired the practice of

Robert S. Green, D.M.D.

Windham, Maine

Jacob D. Roskelley, D.M.D.

has acquired the practice of

James E. Kelley, D.D.S.

Saco, Maine

PARAGON is proud to have represented all parties in these Maine transactions

Your local PARAGON practice transition consultant is Michele DesMarais



Fun Summer Facts

*Want to find out what the temperature is and don't have a thermometer? The frequency of a cricket's chirps fluctuates with the temperature, so if you count a cricket's chirps for 15 seconds and add 37, you will have the approximate outdoor temperature (in Fahrenheit).

*The higher summer temperatures make July the most popular month for ice cream. In July, Americans celebrate National Ice Cream Month. U.S. citizens consume about 5.5 gallons per year (on average.)

*Watermelon is the summer's favorite vegetable. Yes, vegetable and not a fruit. It is part of the cucumber, pumpkin, and squash family. Fruit or veggie, this juicy favorite is 92 percent water and the average American eats 15 pounds of watermelon a year.

(KUSA-TV © 2014 Multimedia Holdings Corporation)

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

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

North of Portland, ME - This is a must see 4 operatory location with room for expansion. All equipment is exceptionally maintained and within 5- 7 years old. Fully digital (sensors and pan). Very profitable practice with room for growth. Easy access to Interstate 95. Building for sale or lease. Contact Henry Schein Professional Practice Transitions representative Tyler Russell at tyler.russell@henryschein.com, 617-447-8760. #ME102.

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. #MA101.

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



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.

GENERAL DENTIST WANTED FOR KENNEBEC VALLEY FAMILY DENTISTRY CENTER IN AUGUSTA, MAINE

This is a nonprofit Dental Center which qualifies for the FAME dental student loan repayment program. Experienced dental professional staff support the dentist. Great Team work. The facility has four dental operatories, electronic records and digital x-rays including a panorex. The Center accepts MaineCare and most private insurances. The candidate must be willing and eligible to participate in MaineCare in the State of Maine. Also must have a Maine license or be eligible to obtain a Maine dental license. This is a full time position available July 2015. Also would consider part time or temp dentist. If you are interested please contact Bonnie Vaughan at 207-232-4836 or email bssvaughan@msn.com.

IV SEDATION DENTISTRY IS NOW AVAILABLE IN SOUTHERN MAINE

Upon successful completion of all mandatory training, safety and clinical requirements; and receiving certification from the State of Maine, Dr. Anthony Altieri is now providing IV Sedation for general dentistry for the most nervous patients in his Arundel office.
(207) 985-3576 / anxietyfree@gdcmaine.com.

LOOKING TO BUY A PRACTICE

I am looking to buy a practice within an hour of Portland. If you are thinking of retirement and/or ready to sell your practice to an experienced general dentist with the option of staying in during transition period or walk out, please contact me at sopodentist@gmail.com or my cell: 207-222-2299.

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!

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.

GENERAL DENTIST FULL TIME

Full-time opening for a general dentist in Lincoln. Flexible schedule available. New grads welcome to apply. Loan repayment available and State Income Tax Credit also available. Contact Sonia Maxwell @ 207-794-6700 or smaxwell@hanfqhc.org.

SHORT TERM DISABILITY/PREGNANCY REPLACEMENT AVAILABILITY

Looking for a general dentist for short-term replacement? We have a licensed Maine dentist who can fill that position for you. For more information, please contact: Richard A. Huot, DDS
CEO, Beachside Dental Consultants, Inc.
Vero Beach, FL 32963 772-913-3552 cell
drhuot@bellsouth.net
www.militarydentist.com

SEEKING DENTAL HYGIENIST

Is Public Health Dentistry your passion? Seeking dental hygienist for occasional Public Health Service projects and coverage for vacation time for private practice on Deer Isle (Maine) this summer and fall. Please send resume and references to islanddentalctr@myfairpoint.net. We look forward to working together!

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

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.

FOR SALE

Adec 42" treatment cabinet. Brand new condition. End panels are legacy green, front color is concrete stone (Adec colors). Monitor shelf with swing out keyboard tray. Pictures available upon request. \$3000.00 Call Wanda 207-247-3511.

FOR SALE - Booster unit

2012 Biolase Waterlase iPlus Laser – silver. Like New. Includes gold and turbo handpieces, extra fiber optic cable, tips, 1 yr paid warranty. \$28K. 207-782-3971. jim@mountauburndental.com.

FOR SALE

Cerec Unit with Milling Machine for sale below Patterson appraised price. New milling motors and recent camera. All service records through Patterson Dental. Call 288-5333.

WANTED FOR DONATION

Leavitt's Mills Free Health Clinic is seeking to expand their dental health program. Leavitt's Mills is a non-profit community health center in Bar Mills funded solely by donations; there is no charge for services. Any serviceable dental equipment (chair, suction, compressor, etc) and any unexpired dental materials would be greatly appreciated and well utilized. Please contact: Donna Butler Shepherd at (207) 929-6455 or Dr. Bob Swan at rswan1@maine.rr.com.

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



YANKEE
DENTAL CONGRESS

January 27 - 31, 2016
Exhibits: January 28 - 30, 2016
Boston Convention & Exhibition Center
yankeedental.com | 877-515-9071

2016

NAVIGATING OUR FUTURE

SPEAKER SNEAK PEEK

-  **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

CONNECT WITH US  

Registration and Housing will open on Wednesday, September 16, 2015