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# MDA NEWS



Spring 2017  
 Volume 3 Number 3

Maine Dental Association

## What's Inside?



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Come wish the MDA a happy 150th birthday at our 2017 convention



CONVENTION REGISTRATION  
 FORM ON PAGE 9 AND AT  
 WWW.MEDENTAL.ORG

## MDA announces new executive director

The Maine Dental Association Executive Board is pleased to announce Angela Cole Westhoff has been named the



WESTHOFF

new Executive Director of the Maine Dental Association. Ms. Westhoff has more than 16 years of experience managing nonprofits in health care and public health in Maine. She is the current Executive Director of the

Maine Osteopathic Association, where she has served as their executive leader and chief lobbyist for the past eight-and-a-half years.

Ms. Westhoff earned both her

(continued on page 5)

The 2017 Maine Dental Association Annual Convention is fast approaching. This year's event will celebrate the MDA's 150<sup>th</sup> anniversary and will be held Friday, June 2, and Saturday, June 3, at the Harborside Hotel, Spa, and Marina in downtown Bar Harbor.



LOW DOG



CHRISTENSEN



HUOT

The Harborside offers spectacular views of Maine's coast and is steps from Bar Harbor's downtown and boat tours, and a few miles from Acadia National Park.

tensen, and Dr. Richard Huot will both be presenting at the event.

Dr. Low Dog, whose presentation will be

Dr. Tieraona Low Dog, Dr. Gordon Chris-

(continued on page 6)

**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.**



# Changes to Maine Dental Association Bylaws Proposed

At the June Annual Convention, all dues-paid Maine Dental Association members are invited to attend to review and vote upon proposed changes to the bylaws. A summary of the proposed changes is included below and a full copy is available on the MDA website at [www.medental.org](http://www.medental.org).

In keeping with notification requirements, all members are receiving this notification 30 days in advance of the Maine Dental Association Business meeting, which will be held on:  
Date: June 2, 2017  
Time: 4:45 p.m.  
Location: Harborside Hotel, Spa, and Marina, Bar Harbor

Summary of the proposed bylaws changes:

- On page 3, Chapter I: Membership, Section 50, item G. Non-resident members' annual dues increased from \$50.00 to \$75.00
- On page 6, Chapter IV, Executive Board, Section 30. Powers: An electronic voting provision for the Executive Board
- On page 6, Chapter IV, Executive Board, Section 40. Duties: new language to update the names of the standing councils to committees/ task forces or fast action teams to reflect a shorter time limit of service in order to attract new volunteers to serve.
- On page 7, Chapter IV, Executive Board, Section 50: Quorum: specifies the Executive Board shall meet no fewer than five (5) times per year

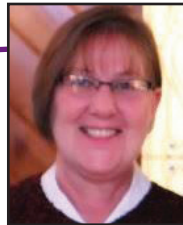
- On pages 10-13, Chapter VII: Councils, Committees, and Consultants: title changed to Committees, Task Forces and Consultants. Names and committee descriptions remain unchanged. Membership type requirements and terms generalized
- On page 11, Chapter VII: Councils, Committees, and Consultants added Committee on Past Presidents to serve as repository of institutional memory and as an advisory panel
- On page 14, Chapter XI. Conflict of Interest language was added.

As part of our efforts to revitalize the association, we are working to reduce barriers to participation in our association.

The Executive Board has recommended these changes for the membership's consideration and approval. As part of our efforts to revitalize the association, we are working to reduce barriers to participation in our association. With shorter time commitments on committees and the development of fast action teams, we believe more dentists will be able to be involved in the activities of the MDA! We encourage you all to review these proposed changes and attend the business meeting! We look forward to seeing you in June!

## Update From The MDA Office

Patti Bureau



Happy Spring!

I just wanted to let you know that I have enjoyed serving as your interim executive director for the past several months and will help Angela transition into her new role as your new executive director.

Your 150<sup>th</sup> anniversary convention is being held at the Harborside Hotel, Spa & Marina. If you have any old photos or memorabilia that you would like to share, please let us know so we can reserve a space for you. Unfortunately, all of the rooms have been booked at the Harborside Hotel and also at the West Street Hotel. Here are a couple of hotels in the area that are close to the Harborside:

The Bluenose Inn  
90 Eden St.  
800-445-4077

Atlantic Oceanside Hotel & Event Center  
119 Eden St  
207-288-5801

I look forward to see you all at your 150<sup>th</sup> anniversary convention!

## ADA Bylaws Change Would Eliminate License Requirement

At its 2016 meeting, the ADA House of Delegates adopted a resolution that would amend the ADA Bylaws so that, beginning in the 2018 membership year, a dental license in a state is no longer an eligibility requirement for membership. A member must hold a DDS, DMD, or equivalent degree.

The reported intent of the revisions is to improve the member experience, minimize the barriers to joining, and increase the flexibility of making necessary changes in the future. One reported benefit of the changes is having new dental school graduates or residents being able to join before completing the licensure process.

States will need to make changes to their own bylaws in order to be in alignment with the changes, unless the matter is brought back to the 2017 House of Delegates.



# "A lot of times, people don't know what they want until you show it to them," ~ Steve Jobs

Growing up, I wanted to be a professional wrestler, just like the ones on TV. I never imagined I would be a dentist, business owner, and serve in leadership for my professional association. I will concede that the outfits are more comfortable in dentistry. However, none of these things would have happened without getting *involved*.

### Don't Find Customers For Your Product, Find Products For Your Customers

As business owners, we need to attract patients to our office, investing in themselves and us, so that we can remain sustainable.

However, Marketing 101 posits that consumers want to know, "what do I get out of this?" There's a "parallel process" going on here, because it's really no different whether we're trying to recruit dentists to work in Maine, or increase membership and engagement within our organization.

The shape of the Maine Dental Association is changing, as it should, in order to adapt to our member's needs. We are profoundly aware that faster technology, busier personal lives, as well as the impact of PPOs and legislation that threaten the way we practice, are all reasons why our association must remain dynamic in order to create relevant value to our membership. My website development and marketing team are constantly telling me, "sell the problem you solve, not the product," and I believe that the MDA demonstrates a commitment to finding solutions to these challenges. In the last few years, the dental profession has been coming under attack, as bills have been submitted by special interest groups.

However, time and effort put in by both our Executive Board, as well as member dentists around the state, who either wrote testimony or personally testified in Augusta, are how we have managed to prevent many

of these bills from further dictating the way in which we practice and operate our businesses.

### The Circle of Influence

I can't take credit for that phrase, it was something I heard Fred Joyal (the 1-800-Dentist guy) use during a lecture on marketing, about the ways in which small actions or behaviors can trigger an unknown, but positive, domino effect. So I was recently traveling through the Tampa airport to attend a CE and I wound up seeing Leaping Lanny Poffo, one of the aforementioned professional wrestling heroes from

my childhood. Of course I went up and introduced myself and he said, "Do I know you? Are you a wrestler?" When I told him I was a dentist, he said that I did not have a "dentist's hands." He then told me that he was flying out to do a book tour promoting some anti-smoking



Meeting Lanny Poffo (Leaping Lanny), who also wrote a children's anti-smoking book.

limericks that he had written. Who would have imagined that a 80's wrestler is now an anti-smoking spokesperson and evangelizing to the next generation of kids on how to prevent oral cancer and overall health. When a professional wrestler is actively engaged in advocating for the oral health community, it really proves that there are no limits on who and how to become involved in something that is meaningful and important. The best part is he sent me a signed copy of his book for my waiting room.

### My CTA (Call To Action) to All of You

This is more than just paying membership dues, or showing up to the annual convention, because participation, whether it is through attending CE, study clubs, or serving on a committee, all help build strong relationships that drive the sustainability and growth of our profession. Think about it; no one else can fully appreciate and understand

(continued on page 7)



Greetings! I hope you are all as anxious for spring and warm weather as I am! I wanted to take this opportunity to let you know about recent updates.

At our February Board of Trustees meeting, the board approved the development of an objective structured clinical examination (OSCE), a type of high-stakes exam that evaluates clinical and critical thinking skills, widely used in health sciences, including optometry, medicine, nursing and physical therapy.

The Board directed that a pilot of the Dental Licensure Objective Structured Clinical Examination (DLOSCE) be available in 2019, and an exam deployment in 2020. Details of the exam – from content and structure to policies and staffing resources – remain in the works. The Board is creating a DLOSCE Steering Committee tasked to:

- Identify and establish content areas and test specifications for the examination.
- Conduct a practice analysis.
- Establish general structure for examination (number of stations) and permissible item formats (manikin, haptic feedback device, etc.).
- Identify and contract with key vendors, including technology and administration, in support of the exam.
- Identify and establish test construction committee structure.
- Develop the candidate guide.
- Call for test constructor applications.
- Identify appropriate governance structure for DLOSCE administration.
- Identify first state(s)/region(s) for the DLOSCE field test.

The DLOSCE will be a national exam, based on an analysis of U.S. dental practice. It will remain the same regardless of the region of the country where it is administered, and will become a third-party assessment of competencies regularly evaluated at accredited dental schools. Both the ADA Council on Dental Education and Licensure and the ADA/American Dental

Education Association Joint Licensure Task Force endorsed the initiative, which has been working closely on licensure issues over the past couple of years.

In December of 2015, the Council on Dental Education and Licensure recommended the development of a business plan for an OSCE. The development of the DLOSCE supports current ADA policy calling for the elimination of patients from the dental licensure examination process. In creating the business plan, the council and the Board considered advancements in high stakes clinical testing over the past 20 years and sought the expertise of the ADA Department of Testing Services, which received input from selected state dental boards during a forum at the 2016 ADA annual meeting in Denver.

Currently, only Colorado accepts an OSCE for initial licensure with no restrictions. Minnesota accepts the OSCE administered by the National Dental Examining Board of Canada for initial licensure, which is administered annually at the University of Minnesota for their graduates only. This type of dental exam has been given in Canada for many years and has proven to be a reliable way to test competency.

As a result of Resolution 67, which the House of Delegates passed in October 2016, the ADA is investing \$18 million in a three-year digital consumer advertising campaign to direct consumers to make an appointment with an ADA dentist. The initial focus of this campaign is a new ADA Find-a-Dentist tool launching in April, which provides consumers with a user-friendly experience and additional search fields to easily find an ADA dentist.

Before the marketing begins to consumers in May, make sure you get the full benefits of this campaign by updating your Find-A-Dentist profile. Just search “update your find a dentist profile” on ADA.org. Remember to include your photo, as pictures are a key factor to presenting a human face to potential patients! Recently, the ADA released its 2016 highlights video. Watching this video reminds me of the many, many benefits of ADA membership. It was an incredible 2016 and together we accomplished so much. I am proud to be a part of this wonderful organization and hope that you feel the same way after viewing it. Here is the YouTube link for the video - <https://www.youtube.com/watch?v=tLFEgFX1ZU8>. Spread the word to other members about all that membership in our national organization provides in one year!

## Executive Director (Continued from page 1)

bachelor's and master's degrees in communication with concentrations in health communication and public relations from the University of Maine at Orono. She has received national recognition from the American Academy of Osteopathy for her advocacy efforts and is also the President of the national Association of Osteopathic State Executive Directors. Angela will be transitioning into her role with the MDA over the next several months.

Ms. Westhoff currently serves as a board member for several organizations, including the Maine Public Health Association, serving as its 2013-14 president, and the American Public Health Association. She also serves as a member of the Medical Professionals Health Program Committee, the Prescription Monitoring Program Advisory Committee, and the Maine Immunization Coalition. She is also the former executive director of the Healthy Androscoggin Community

Coalition, director of the Healthy Maine Partnership at Bridgton Hospital, and assistant director of the teen and young adult health program at the Maine Center for Disease Control and Prevention.

"We are very excited to be welcoming Ms. Westhoff to the MDA, and couldn't be more thrilled to have her on board," said Peter Drews, President of the Maine Dental Association Executive Board. Angela will be a strong advocate for dentistry in Maine, and we are fortunate to have her joining our team."

"She will be attending the annual convention in June at the Harborside Hotel in Bar Harbor, and I encourage you to introduce yourself and congratulate her on this new important role," said Drews.

You can contact Angela at [awesthoff@medental.org](mailto:awesthoff@medental.org) or by calling the MDA Office.

## TD Bank Affinity Program, MDA Now Partnering

The Maine Dental Association is now part of TD Bank's Affinity Program, which has been designed to direct the bank's charitable donations to nonprofit organizations that TD Bank customers support.

Every TD Bank checking account customer that says they support the MDA will generate a \$10 automatic annual donation to the MDA. \$50 will be given to the MDA for every new checking account where the customer indicates support for the MDA. The MDA will also receive donations equal to 1/10 of 1% on average balances of savings accounts and CDs that their supporters keep with TD Bank.

This is TD Bank's money that is being donated, so there is zero cost for members.

If you are interested in showing your support for the MDA through the TD Bank Affinity Program, contact Rob Westhoven, Vice President and Commercial Relationship Manager at TD Bank, at 753-5062 or [Robert.Westhoven@td.com](mailto:Robert.Westhoven@td.com). Just indicate you are a TD Bank customer and you support the MDA, and he will take care of the rest. Thank you in advance.



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**Member:** Maine Dental Association (code: R0)



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For more information on how TD Bank helps support the dental industry in Maine, contact Robert Westhoven at (207) 753-5062 or [Robert.Westhoven@td.com](mailto:Robert.Westhoven@td.com).

# Convention (From page 1)

“The Fire Within: Nutrition and Lifestyle Approaches to Chronic Inflammation,” is an internationally recognized expert in the fields of integrative medicine, dietary supplements, herbal medicine, and women’s health. She has been an invited speaker to more than 550 scientific/medical conferences, published 40 peer-reviewed articles, written 20 chapters for medical textbooks, and has authored five books.

Dr. Christensen, whose course will be “The Christensen Bottom Line: The Areas of Dentistry with the Most Change,” is an adjunct professor at the University of Utah School of Dentistry. Dr. Christensen has presented thousands of hours of continuing education globally, made hundreds of educational videos used throughout the world, and published widely.

Dr. Low Dog’s course, on Friday from 8:30 a.m. to noon and 1:30 to 4 p.m., is part of the 2016-2017 Dentist and Hygienist Package Plans. Dr. Christensen’s presentation, on Saturday from 8:30 to noon

and 2 to 4:30 p.m., is part of the Dentist Package Plan.

Dr. Huot will present a dental student/new member lunch and learn titled “Financial Planning & Fiscal Independence for the Heavily Indebted Millennial,” on Saturday from noon to 1:45 p.m. All attendees are welcome. Dr. Huot, a past president of the Maine Dental Association and founder of Beachside Dental Consultants, has lectured at many meetings and has had several articles featured in journals and publications. He was a private practice owner from 1985 to 2008, still practices clinical dentistry, and serves on the ADA Council of Government Affairs.

A CNA Risk Management Seminar will be offered Thursday, June 1, at the Harborside from 12:30 to 5 p.m. The Risk Management Seminar is not part of any Package Plan.

Exhibits will be held Friday from 10 a.m. to 5 p.m. Take advantage of day-of-the-show specials, and visit exhibitors to fill up your “raffle card,” so you can have a chance

to win some great prizes. Winners will be drawn after the Low Dog course at 4:15 p.m. in the exhibit hall. You must be present to win.

Start your evening Friday by coming to a reception featuring complementary beer and wine from 5:30 to 6:30 p.m. This year’s convention will also feature a kickoff reception for the University of New England Mentorship Program Saturday from 5:30 to 6:45 p.m. Right after the Mentorship Program kickoff reception, stay for the President’s Dinner/Dance, which this year will feature a buffet including local seafood favorites and music from the soul/funk trio LQH.

If you have any historical items or photos you’d like to share, contact the MDA’s central office. We’re planning on putting together an exhibit for attendees to view at the convention.

A convention registration form can be found on page 7, and at our website at [www.medental.org](http://www.medental.org). A registration form for the CNA Risk Management Seminar can also be found on the MDA’s website.

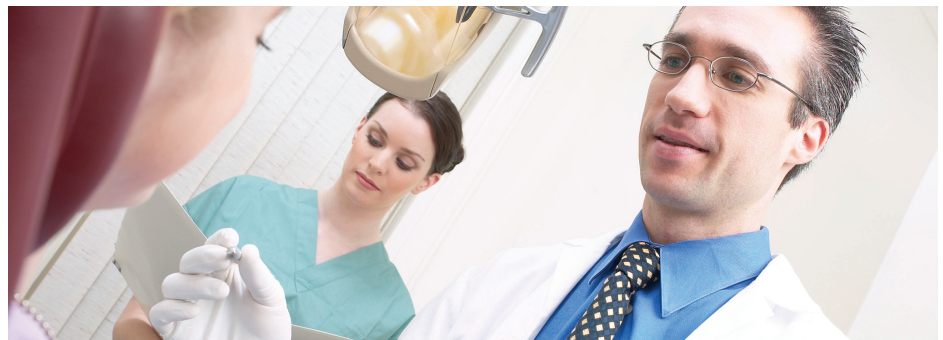
## MDA Business Meeting

The Maine Dental Association’s annual business meeting will be held Saturday, June 3, at 4:45 p.m. It will be held in conjunction with the 2017 Annual Convention held this year at the Harborside Hotel, Spa, and Marina in Bar Harbor.

## SUDOKU PUZZLE

www.sudokuprintables.org

	9			4		1		
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3							8	
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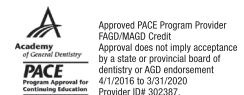


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## President's Corner

(continued from page 3)

what it is like to own a business, and simultaneously practice dentistry, in this state than your fellow colleagues. Which is another reason why I believe so strongly in the student mentoring program through the University of New England. Not only is it a chance to pass knowledge on to the next generation, but these graduates will be seeking their own opportunities from the things that we have built. Don't we have an obligation to ensure that they are inheriting something that is both stable and vital?

It is hard to believe that I am coming to the end of my term as president of this association. It has certainly been an action-packed, but ultimately very productive year. However, there is still much to accomplish, and I am confident that with our new leadership there will use even more energy and effort towards maintaining our mission. I am personally looking forward to utilizing my "free time" and shifting gears by participating in the UNE Mentoring Program. And, of course, if there is a request from the "mother ship" to present testimony in Augusta, then I'll definitely be there. Otherwise, I look forward to seeing you all at the annual convention in Bar Harbor.

## Dr. James Koelbl Announces Candidacy For MDA Executive Board Vice President

Dr. James Koelbl has announced his candidacy for Vice President of the Maine Dental Association.

Born in Chicago, Dr. Koelbl received his DDS degree from the University of Illinois College of Dentistry in 1973. Following dental school, Dr. Koelbl entered the private practice of general dentistry in the Chicago area. He has practiced full-time and part-time for more than 20 years in urban and rural locations.

Dr. Koelbl has held various positions in dental education at six dental schools, including director of the general practice residency program; chairman of the department of operative dentistry; Assistant Dean for Admissions and Student Affairs; Associate Dean for Academic Affairs; and Associate Dean for Clinical Affairs.

Dr. Koelbl served on the staff of the American Dental Association in Chicago as Associate Executive Director, Education and Group Associate Executive Director, Professional Services, with responsibility for the divisions of Education, Science and Dental Practice.

Dr. Koelbl is currently serving as Provost and Senior Vice President of the University of New England College of Dental Medicine.



KOELBL

### Candidates for other elected offices are:

President: Dr. Gary Creisher  
(currently serving as President-elect)

President-elect: Dr. Kathryn Horutz  
(currently serving as Vice President)

Secretary: Dr. Dean Tourigny  
(currently serving on Executive Board)

Treasurer: Dr. David Kerr  
(currently serving as Treasurer)



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# 2017 MDA Annual Convention Schedule-At-A-Glance

## Friday, June 2, 2017

8:00 am	Registration Opens
8:30 am - noon	CE Course -- Part 1 -- The Fire Within: Nutrition and Lifestyle Approaches to Chronic Inflammation with Dr. Tieraona Low Dog -- Continental breakfast break on exhibit floor
10:00 am - 4:00 pm	Exhibits Open
Noon - 1:30 pm	Lunch buffet on exhibit floor -- meet with exhibitors, collect stamps for your chance at raffle prizes
1:30 - 4:00 pm	CE Course -- Part 2 -- The Fire Within: Nutrition and Lifestyle Approaches to Chronic Inflammation with Dr. Tieraona Low Dog
4:15 pm	Raffle winners drawn in Exhibit Hall
5:30 - 6:30 pm	Reception for all convention attendees, exhibitors
	Evening meal on your own (see list of restaurants at <a href="http://medental.org">medental.org</a> )

## Saturday, June 3, 2017

8:00 am	Registration Opens
8:00- 8:30 am	Continental Breakfast before Dr. Christensen's course (free for course attendees)
8:30 am - noon	CE Course -- Part 1 -- The Christensen Bottom Line 2017 with Dr. Gordon Christensen
Noon - 1:30 pm	PP/PFA/ICD/ACD Luncheon (separate invitation)
Noon - 1:45 pm	Dental Student/New Member Lunch & Learn ( <u>all</u> MDA members welcome) -- Financial Planning & Fiscal Independence for the Heavily Indebted Millennial with Dr. Richard Huot (includes lunch) (sponsored by TD Bank and Northeast Delta Dental)
2:00 - 4:30 pm	CE Course -- Part 2 -- The Christensen Bottom Line 2017 with Dr. Gordon Christensen
4:45 - 5:30 pm	MDA Business Meeting (Members Only)
5:30 - 6:45 pm	Dental Student/Mentor Reception (sponsored by Crest/Oral-B and Northeast Delta Dental)
7:00 - 7:30 pm	Recognition of Officers and Awards
7:30 - 10:30 pm	President's Dinner/Dance with entertainment by LQH

### ↓ Pre-Convention

#### CNA Risk Management Seminar

Thursday, June 1, 2017

12:30-5:00 p.m.

Harborside Hotel, Spa, and Marina, Bar Harbor

Registration form at [www.medental.org](http://www.medental.org)

**For the fourth time**, the Caring Hands of Maine Dental Center will be sponsoring a no charge dental clinic on the day following the Annual Convention, on Sunday, June 4. The clinic will be held at the new Acadia Event Center in Trenton.

The facility space fee has been donated by a local car dealer. Volunteers (dentists, hygienists, assistants, general volunteers) are needed to help provide dental services. For more information, contact Dr. Timothy Oh at [TOh@caringhandsofmaine.org](mailto:TOh@caringhandsofmaine.org).

### ↑ Post-Convention



# Registration Form – Maine Dental Association 2017 Annual Convention – Harborside Hotel, Bar Harbor, Maine

Duplicate this form for EACH attendee, including spouses and guests.

Name		
Address: <input type="checkbox"/> Home <input type="checkbox"/> Office		
Street/PO Box		
City:	State:	Zip:
Email:		
Phone:		
If purchasing meals with the MDA, please note dietary restrictions:		

## Registration Fee – Check designation.

Designation		
Dentist Package Plan Mbr		\$ 25
Hygienist Package Plan Mbr		\$ 25
MDA Mbr		\$ 25
Out-of-state ADA Mbr		\$150
Non ADA Mbr		\$250
Hygienist		\$ 25
Assistant		\$ 25
Business Staff, Spouse, Guest		\$ 25
Lab Personnel		\$ 25
Denturist		\$ 25

## June 2, 2017

FRIDAY CE Courses (Check corresponding box)	Package Plan Dentist or Hygienist	(practicing) Dentist	(NON- practicing) Dentist	Staff Spouse Guest
<b>Part 1 FRIDAY CE</b> – <i>The Fire Within: Nutrition and Lifestyle Approaches to Chronic Inflammation</i> with Dr. Tieraona Low Dog INCLUDES 1/2 HOUR BREAKFAST BREAK, LUNCH ON EXHIBIT FLOOR (8:30 am-noon – 3.5 hours of Category 1 credits)	Included in Package fee <input type="checkbox"/>	\$350 <input type="checkbox"/>	\$ 175 <input type="checkbox"/>	\$ 150 <input type="checkbox"/>
<b>Part 2 FRIDAY CE</b> – <i>The Fire Within: Nutrition and Lifestyle Approaches to Chronic Inflammation</i> with Dr. Tieraona Low Dog INCLUDES 1/2 HOUR AFTERNOON BREAK ON EXHIBIT FLOOR (1:30-4:00 pm – 2.5 hours of Category 1 credits)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

SATURDAY Lunch & Learn INCLUDES LUNCH (Check corresponding box)	New Dentist practicing 5 years or less	Dentist	Staff Spouse Guest
<b>SATURDAY CE</b> – Dental Student and New Member Lunch & Learn (open to all MDA members) <i>Financial Planning &amp; Fiscal Independence for the Heavily Indebted Millennial</i> with Dr. Richard Huot (noon-1:45 pm – 1.5 hours Category 2 credits)	FREE <input type="checkbox"/>	\$35 <input type="checkbox"/>	\$35 <input type="checkbox"/>

## June 3, 2017

SATURDAY CE Courses (Check corresponding box)	Package Plan Dentist only	(practicing) Dentist	(NON- practicing) Dentist	Staff Spouse Guest
<b>Part 1 SATURDAY CE</b> – <i>The Christensen Bottom Line 2017</i> with Dr. Gordon Christensen INCLUDES CONTINENTAL BREAKFAST (8:30 am-noon – 3.5 hours of Category 1 credits)	Included in Package fee <input type="checkbox"/>	\$350 <input type="checkbox"/>	\$ 175 <input type="checkbox"/>	\$ 150 <input type="checkbox"/>
<b>Part 2 SATURDAY CE</b> – <i>The Christensen Bottom Line 2017</i> with Dr. Gordon Christensen (2:00-4:30 pm – 2.5 hours of Category 1 credits)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Meals / Festivities	Cost	Total Cost
<b>SATURDAY Luncheon</b> <b>ONLY</b> for Past Presidents, Pierre Fauchard Academy, International College of Dentists, American College of Dentists (noon-1:30 pm) <i>Lazy Lobster &amp; Shrimp Scampi with Salad and Dessert</i>		\$35 <input type="checkbox"/>
<b>SATURDAY</b> Dental Student/Mentor Reception (5:30-6:45 pm), and Dinner/Dance (7:00 pm) <i>Dinner/Dance Entertainment by LQH</i> # _____ adults	@ \$75	\$

\_\_\_ Enclosed is my check. \_\_\_ Please use my credit card information on other side.

Mail to: Maine Dental Association, PO Box 215, Manchester, ME 04351

Fax: (207) 622-6210

Email: lknowles@medental.org

Or register online at [www.medental.org](http://www.medental.org)

For office use only: \_\_\_AP \_\_\_NB \_\_\_T \_\_\_Ck# \_\_\_\_\_ \_\_\_EP

Totals	
Registration Fee	\$
Continuing Education Total	\$
Meals/Festivities	\$
Sponsor a Dental Student \$50	\$
Total	\$

# First ADA Dentist and Student Lobby Day A Success

Dr. Kristie Lake Harriman, DMD

This year, the American Dental Association combined its annual Dental Student Lobby Day with its Washington Leadership Conference to form the ADA Dentist and Student Lobby Day. It was held from March 26-28 in Washington D.C., and by all accounts was a great success! Representing the great state of Maine were three dentists, four dental students from UNE, and John Bastej from the MDA.

The ADA Dentist and Student Lobby Day focused on three main issues to discuss with our legislators on Capitol Hill.

H.R. 372 amends the McCarran-Ferguson Act to allow the full application of federal antitrust laws to be enforced against health and dental insurance companies when they are engaging in anticompetitive behavior. This passed in the House by a margin of 416-7 (and yes, both our House representatives voted with us), ensuring more competition will lower insurance costs, inspire innovation of ideas, and provide patients with greater options for insurance plans.

We also discussed ever-rising student loan debt. Did you know that the average dental student in the U.S. graduates with \$262,000 of student loan debt? And for many students who attend private dental schools that debt can greatly exceed that; upwards of \$400,000! So our students did a fantastic job speaking about their own experiences, explaining how this excessive debt load can preclude them from practicing in locations and settings in which they'd like to work, and how debt relief would help them become better contributors to the economy and provide more care to the patients who need it most. We asked that our delegation consider acts to allow multiple chances to refinance throughout the life of student loans, allow for subsidization of graduate school loans, and extend the period of deferment.

Although the Affordable Care Act reform bill had just been placed on the back burner when we spoke with our delegation, we also requested that when



Students and dental professionals from throughout the country came together for the first ADA Dentist and Student Lobby Day in Washington, D.C. Pictured is the Maine delegation. From left to right are Dr. Jonathan Shenkin, Dr. Sonja Evans, Dr. Kristie Lake Harriman, Brittney Bell, Sarah Georgeson, Ava O'Neill, Nathan O'Neill, and John Bastej.

considering further reforms to health care legislation, our elected officials work to preserve a comprehensive pediatric dental benefit under the Medicaid program, provide guidance to states in reducing administrative burdens for those providers enrolled with Medicaid, and promote transparency in the choices of insurance plans from which patients may choose on the market.

Having attended this meeting for three years, I have to say that this year was the most energetic, with close to 1,000 dentists and dental students gathered together to pool our efforts in lobbying our government officials. There were ample opportunities for networking with colleagues from other states, and voices from the Republican and Democratic parties united to form one "tooth party." The ADA developed an app to organize the events and to connect us all through social media, as well using the tag #toothparty. Next year's Dentist and Student Lobby Day has been scheduled already, with plans to keep the events



**ADA Dentist and Student Lobby Day**

connected. Advocacy is SO important, at the state and national levels, and as always, it is an honor to represent our profession!

## Notice of Annual Meeting

Maine Dental Service Corporation, d/b/a Delta Dental Plan of Maine, will hold its annual meeting of members on Sunday, June 4, 2017, at 10:45 a.m. at the Stoweflake Mountain Resort & Spa, at 1746 Mountain Road, Stowe, Vermont.



## UNE Students See Maine State Government At Work

Students from the University of New England College of Dental Medicine got to see state government at work as part of the MDA's Dentists Under The Dome program recently. Their trip included a tour of the Maine Capitol, where they saw the legislative process first hand. Pictured in top left photo (left to right) are Jennifer Hendren, Kristen Sciolino, Luke Libby, and Alex Tyburski. Pictured in the top right photo (left to right) are Stephanie Beeckel, Amanda Paradis, Sheila Trangchui, Kimberlee Sell, John Contreras, and Rabia Shamim. The bottom left photo shows a group that included Clayton Johnson, Dylan Magee, Drew Fitzgibbon, Kristina Madarasz, Lena Miroschnichenko, David Colmenar, and James Underhill.

## UNE College of Dental Medicine To Graduate First Class

On May 20, the University of New England College of Dental Medicine will mark a milestone achievement as it holds commencement ceremonies for its inaugural graduating class. Sixty-two students will be awarded the doctor of dental medicine degree at UNE's 182<sup>nd</sup> Commencement Ceremony, held at 10 a.m. at Portland's Cross Insurance Arena.

Founded in 2013, the College of Dental Medicine is the first dental college in Northern New England. Of the 64 students in the college's initial class, 24 are from Maine, representing more than 20 different towns. The rest hail from 16 different states throughout the U.S, as well as Canada.

"We treat students as colleagues from the moment they arrive on campus and educate them in a humanistic, collegial

manner throughout their journey," said Jay Beauchemin, DDS, assistant clinical professor and group practice leader at the College of Dental Medicine. "They are given state-of-the-art technology, real-world situations, and exposure to masterful faculty that allows them to progress at an impressive pace."

In the summer of 2016, this year's graduating class began their clinical rotations in communities throughout Northern New England. Working in Maine, New Hampshire, Massachusetts, Rhode Island, Vermont and beyond, they administered oral health care at a total of 27 sites, 16 of which are in Maine. Students on rotation provided 10,196 comprehensive dental visits to both children and adults, totaling 18,596 procedures at external sites, many of which are Federally Qualified Health

Centers in rural areas.

Jon Ryder, dean of the College of Dental Medicine, said "It is deeply gratifying to witness this graduating class entering the professional world – they have demonstrated remarkable dedication and hard work. I am honored to welcome them as colleagues in oral health care and I look forward to seeing the impact they will have on the many patients and communities they will serve."

The College of Dental Medicine's will also hold a hooding ceremony and reception at 3:30 p.m. on May 20. Graduates of the DMD program will receive their academic hoods representing the profession of dentistry.

To learn more about the College of Dental Medicine, visit [www.une.edu/dentalmedicine](http://www.une.edu/dentalmedicine).

# Changing Payment Methods Affect Your Bottom Line

Jennifer Nieto, President, Best Card

2009 was one of the worst years for the economy in recent memory; the economy declined by 2.4% and, worse, the average dental office was hit by a 3.68% decline in the credit card processing volume



from the previous year. Per a 2014 ADA study, the dental industry has

yet to fully recuperate in the years since the Great Recession, as well as the rest of the U.S. economy. When adjusted for inflation, the net income of the average dental practitioner through 2013 had fallen by almost \$9,542 since 2009. This is a decrease of 5.01% from 2009 to 2013. There are many speculated reasons for this decline, including less demand for dental services combined with more practitioners entering the field. However, the sluggish pace of recovery is very real to MDA members.

Best Card, the Maine Dental Association's endorsed credit card processor, has compiled years' worth of financial data for dental offices nationwide which indicate that, while national dentistry growth after 2009 has been problematic, the percentage of payments paid using credit cards has risen sharply.

In 2009, the average dental practice processed \$15,221 per month in credit card sales compared to \$24,156 in 2016. **This represents a growth of 58.7% in the average credit card volume for practices between 2009 and 2016.**

The lack of growth in the dental industry indicates that this growth is due to more patients paying for treatment using credit cards. There are many potential reasons for this, from evolving patient choice in payment methods to changes in the coverage and availability of patient insurance. However, the trend is clear.

The average transaction amount for dental offices increased by a small amount compared to the overall growth of card volumes. In 2009, in the depths of the Great Recession, the average

transaction for a dentist was \$256.85.

In 2016, the average transaction was \$265.27. **This represents an increase of 3.27% in the average transaction amount over nearly 8 years of data.**

While statistically significant, this has not affected the growth of monthly volumes nearly as much as the average number of transactions per month.

The single largest factor that has led to the increase in credit card processing volumes has been the average number of transactions per month. In 2009, the average dental practice ran 59.3 credit card transactions per month. In 2016, the average dentist ran 91.1 credit card transactions per month. **This is an increase of 53.7% in the average monthly credit card transactions processed, which is a staggering increase over a seven-year period.**

Needless to say – when a sector of your business grows by more than 50%, you need to take a very close look to ensure that these changes don't negatively impact your bottom line!

Best Card offers the following tips to make sure that, no matter who your credit card processor is, you can make sure that you are receiving the best value possible in this growing part of your business.

- Check your effective rate! The effective rate can be calculated by dividing the total amount you paid to your processor (all rates AND all fees) by the total dollars ran in credit card charges. For reference, Best Card's average practice nationwide pays an effective rate of 2.14%.

- Many processors attach an expensive early termination fee to their contracts, as well as expensive long-term leases for credit card processing equipment. This means that they can raise rates at will because they can make it too expensive to leave, so we always recommend asking for the early termination fee unambiguously in writing. Furthermore, a lease will generally cost you four to twenty times more than the value of the equipment if you were to buy it outright

- To lower your effective rate, try to take as many debit cards as possible and, if insurance carriers will cooperate, try to take insurance payments via check or ACH instead of credit cards (we often see these card rates run at highest costs). The Durbin Amendment to the Dodd-Frank Act of 2011 lowered the cost of debit cards for all credit card processors. Your processor should offer significantly lower rates on debit cards than credit cards, even without entering a PIN number; if they don't offer lower debit rates, you need to contact them to make sure you aren't overpaying. With much lower debit cost, even a simple step like getting your staff to ask patients if they have a debit card they would like to pay with can lead to significant monthly savings. Furthermore, any card accepted in person (swiped or dipped using the chip) not only runs at a lower cost, it also gives you a much stronger position in case of a chargeback issued by the patient; if possible, always try to accept payment at the time of treatment. If a payment is later keyed-in due to the card or patient not being present, always put in the address, zip code and 3-digit security code on the back of the card to ensure the lowest possible rates and strongest possible chargeback position on keyed cards.

**A quick review of your current service can save you thousands of dollars per year in this fast-growing sector of your business!**

*Jennifer Nieto is the President of RJ Card Processing d/b/a Best Card, an endorsed credit card processor of the MDA as well as 25+ dental associations. All MDA members are welcome to call them at 877-739-3952 and take advantage of the MDA endorsement savings on rates and card processing equipment. To have them do a cost comparison and show you the savings they can offer your practice, you can send a recent monthly credit card statement to them at (fax) 866-717-7247 or (email) CompareRates@BestCardTeam.com.*



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- Our industry-leading Health *through* Oral Wellness<sup>®</sup> [HOW<sup>®</sup>] program can help you create a patient-centered clinical experience that builds patient satisfaction and loyalty.
- Using our free state-of-the-art risk assessment tool can enhance your practice and qualify eligible patients for additional preventive benefits\*.
- The HOW<sup>®</sup> program can help you improve patient acceptance of treatment, patient oral and overall health, and your bottom line.

**At Northeast Delta Dental, we understand that some patients need more dental care than others. That’s why we offer HOW<sup>®</sup>.**

For more information, contact a member of Provider Services at 1-800-537-1715 x1100. [HealthThroughOralWellness.com](http://HealthThroughOralWellness.com)



**Northeast Delta Dental**

\*Additional preventive benefits are subject to the provisions of your patient’s Northeast Delta Dental policy.

# ADA Unveils Find-A-Dentist Online Search Tool

Kimber Solana, ADA News

Land at the top of an online search for dentists in your area by completing your Find-a-Dentist profile.

The ADA launched April 3 an online search tool aimed to help prospective patients connect with local ADA

members.

The Association is encouraging ADA member dentists to fill out their Find-a-Dentist online profile, which takes about five minutes,

on average, to complete. ADA member dentists with completed profiles, especially those with photos, are prioritized in the online tool's search results.

"This campaign is designed to help our members succeed by helping fill holes in their schedules," said Dr. Craig Herre, chair of the ADA Council on Communications. "It will only succeed if members participate by completing their profile so that consumers have a good tool to use."

Profiles with photos receive 11 times more clicks on average than those

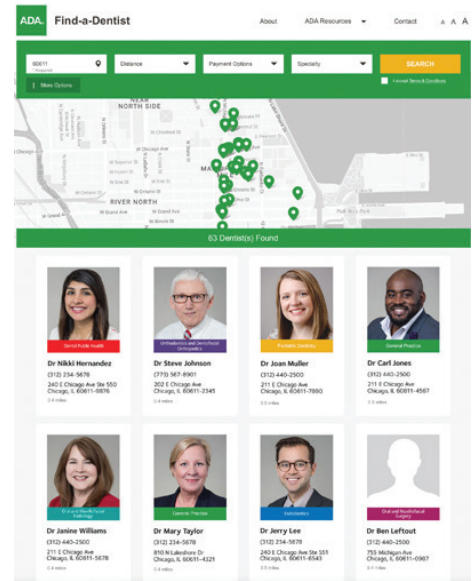
without, Dr. Herre said. Members are able to see how many times their profiles have been viewed through their My ADA member dashboard.

The focus of a three-year initiative to drive utilization of dental services for Association members, the Find-a-Dentist search tool allows a person to enter their street address or zip code and locate ADA member dentists nearby.

A variety of new search criteria have been added to enhance the user experience, including payment options and dental specialty. Patients then contact the practice via email or phone and make appointments.

The utilization initiative also includes funding for paid search, ensuring that when targeted consumers look for a dentist on Google and other search engines, the ADA Find-a-Dentist tool comes up toward the top. Paid digital advertising was scheduled to start May 1.

The ADA House of Delegates approved the initiative, Resolution 67H-2016, at its October 2016 meeting following a comprehensive eight-month research initiative conducted by the ADA Division of Integrated Marketing and Communications and the Health Policy Institute to identify the ideal consumers for the campaign.



HPI data show that ADA members have the capacity to see more patients and identified about 19.6 million adults in the U.S. who believe in the importance of dental visits, but for various reasons do not follow through with regular check-ups.

To update your Find-a-Dentist profile, log in to your MyADA page, ADA.org/MyADA, using your member ID number and password.

For more information or if you need assistance, contact the ADA Member Service Center.

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davasthi@androscogginbank.com • (207) 376-3674

David Smirles, Personal Banker  
dsmirles@androscogginbank.com • (207) 376-3572



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**Androscoggin**  
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# PBHS SecureMail Integrates with Outlook

The Maine Dental Association-endorsed secure email platform now integrates directly with Microsoft Outlook.



## The benefits of Microsoft Integration:

- The optional Outlook Plug-in enables users to send and receive messages directly via Microsoft Outlook on your PC.
- Treatment Letters and private communications that are delivered from your practice management software to Outlook are now encrypted.
- Radiographs that are delivered from your digital x-ray systems to Outlook are now encrypted.
- No need to change how you email your colleagues and patients. Continue to use Outlook without violating HIPAA.

## Features:

- No Software to Install, Configure or Maintain.
- It works anywhere, from any device.
- Your ADA member account is pre-certified and setup.
- Just login today with your ADA Member ID to verify your practice or upgrade your account.

## Compliance Made Easy:

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

PBHS provides Maine Dental Association members with an endorsed, simple and inexpensive way to send and receive secure email messages. Thousands of dentists are using SecureMail on a daily basis.

Call 855-932-4232 to order today. It's simple and inexpensive to get started.

Learn more at [pbhs.com/securemail](http://pbhs.com/securemail).

## 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 - Arroostook 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

# DoseSpot, MDA offer free webinar May 19

Effective July 1, 2017, all opioid prescriptions in Maine must be sent electronically to the patient's pharmacy. Join the MDA and DoseSpot electronic prescribing software for a free webinar on Friday, May 19 at 12 p.m. to discuss:

- Our nation's current opioid epidemic by the numbers
- Dental prescribing habits and how you can help steer the path to change
- The face of addiction: how prescription opioids can fuel a painful battle for patients
- Helpful tools to educate and promote safe prescribing habits within dental practices

The speaker will be Greg Waldstreicher, CEO of DoseSpot. Look out for login information to come.

## Congressional Delegation Contact Information

**Rep. Chellie Pingree (D-District 1)**  
2162 Rayburn House Office Building  
Washington, DC 20515  
(202) 225-6116  
Website: [pingree.house.gov](http://pingree.house.gov)

**Rep. Bruce Poliquin (R-District 2)**  
1208 Longworth House  
Office Building  
Washington, DC 20515  
(202) 224-6306  
Website: [poliquin.house.gov](http://poliquin.house.gov)

**Sen. Susan Collins (Republican)**  
413 Dirksen Senate Office Building  
Washington, DC 20510  
(202) 224-2523  
Website: [www.collins.senate.gov](http://www.collins.senate.gov)

**Sen. Angus King (Independent)**  
133 Hart Senate Office Building  
Washington, DC 20510  
(202) 224-5344  
Website: [www.king.senate.gov](http://www.king.senate.gov)

Go to websites for Maine office contact information and to email

## Roster Correction

**Dr. Thomas Anglim**  
O=207-443-3232

## In the News

**HELLO**

*New Members*

**Dr. Samantha Billings**  
2370 Route 2  
Hermon, ME 04401  
O=207-605-0220

**Dr. Sarah Bouchard**  
625 Rockland St  
Rockport, ME 04856  
O=207-236-3100

**Dr. Sanyukta Gandhi**  
323 Main St  
Saco, ME 04072  
O=207-282-9962

**Dr. Michael Harper**  
44 Portland St  
Fryeburg, ME 04037  
O=207-935-3133

**Dr. Angela Hastings**  
180 Park Ave  
Portland, ME 04102  
O=207-874-2141

**Dr. Namita Khandelwal**  
716 Stevens Ave  
Portland, ME 04103  
O=207-221-4724

**Dr. Nicole Kimmes**  
716 Stevens Ave  
Portland, ME 04103  
O=207-221-4700

**Dr. Edilia Marshall**  
716 Stevens Ave  
Portland, ME 04103  
O=207-221-4703

**Dr. Kirk Round**  
5 Children's Way  
Rockport, ME 04856  
O=207-236-4356

**Dr. Pankaj Thakker**  
211 Mount Auburn Ave  
Auburn, ME 04210  
O=207-514-7171

*Keep your  
face always  
toward the  
sunshine,  
and shadows  
will fall  
behind you.*  
-Walt Whitman

Classified forms can be found on the MDA website. You can mail, fax or email the form. Make sure to select which issues of the MDA News you would like your classified printed in and a start and end date for a website listing.

Have an item (photo, instrument, etc.) that we could include in a 150th anniversary exhibit at the 2017 Annual Convention? Let us know!

Contributions can be made year round to the MDA Charitable Foundation  
P.O. Box 215 Manchester, ME 04351

## Upcoming Continuing Education Offerings

### \*June 2, 2017

*The Fire Within: Nutrition and Lifestyle Approaches to Chronic Inflammation*  
(6 credit hours)  
Dr. Tieraona Low Dog  
[MDA CONVENTION 2017 - Harborside Hotel, Spa, and Marina, Bar Harbor]

### June 3, 2017

*The Christensen Bottom Line 2017*  
(6 credit hours)  
Dr. Gordon Christensen  
[MDA CONVENTION 2017 - Harborside Hotel, Spa, and Marina - Bar Harbor]

\*Hygiene Package Plan

Convention registration forms are on our website ([www.medental.org](http://www.medental.org)).





## UNE Team Competes In Debate At Yankee Dental Congress

The University of New England competed, along with Boston University, Harvard University, the University of Connecticut, Tufts University, and a pre-dental team, in the eighth annual American Student Dental Association District 1 Debate at the Massachusetts Dental Society's Yankee Dental Congress in January. UNE's team was comprised of Sarah Georgeson (left) and Kailee Williams. UNE took on the team from Tufts, and debated the subject of mid-level supervision. Tufts was declared the winner of that debate, and Tufts eventually was declared the overall winner after the final round. (Photo courtesy of Massachusetts Dental Society)

## Make Sure Your Website Is Disabilities Act-Compliant

Claims that websites violate the Americans with Disabilities Act appear to be on the increase for dental offices. If you have a website you may similarly be at risk.<sup>1</sup> While the task of putting your website into full compliance may require some time and expense, there are certain steps that can be taken in the short term. The ADA has offered some ideas on some things you can do now to decrease the risk of a claim:

- Add an "Accessibility Link." Add a link (similar to the website's privacy policy) that links to a page that tells individuals with disabilities what to do if they can't access something on your website. Train your staff to respond effectively to requests for assistance.
- Talk to Website Designer. Ask your website designer if the website is accessible as designed and implemented. In addition, ask what must be done to make accessible the content you add yourself.
- Take Down, Evaluate, and/or Replace Website. If the website is not accessible, or if the designer doesn't know whether or how to make it accessible, you may wish to: temporarily take down the website; and/or have the website evaluated by a qualified consultant; and/or replace it, at least temporarily; and/or work with a website designer to create a new, accessible website.
- Adapt your Contracts. Make sure any contract for a new website requires the website developer to provide a site.

# Buying a practice? Starting a practice? Purchasing office space?

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To learn more about our Concierge Care Banking Services for medical professionals, contact **Laurie Warchol** at 207-571-5685 or through email at [lwarchol@biddefordsavings.com](mailto:lwarchol@biddefordsavings.com).



Biddeford | Kennebunk | Scarborough | Waterboro



# Step Up To The Plate For Brush & Floss Challenge

The Portland Sea Dogs are looking for children 12 and under, along with dental offices, to participate in the 2017 Brush & Floss Challenge.

The program is designed to promote and create awareness of the importance of dental health and hygiene for young people.

Participants who successfully complete the challenge will receive a free ticket to a specified Brush & Floss Challenge Sea Dogs game.

Participant forms will be given to patients. Participants will then keep track to show they've brushed twice and flossed once per day for a week. Parents of the patients are being encouraged to

monitor their children's progress and send in the form once completed. Upon successfully completing the challenge, participants will be rewarded with a special certificate.

In addition, each office that participates in the program will be part of a "welcome" public address message during the four specified games.

Completed forms will be accepted until July 31 and can be mailed to:

Portland Sea Dogs  
Brush and Floss Challenge  
PO Box 636  
Portland, ME 04104

For a Brush & Floss Challenge form, go



to the home page of the MDA's website, [www.medental.org](http://www.medental.org).

To register your office for the challenge, or for more information, call or email John Muzzy, Portland Sea Dogs Account Executive, at 874-9300 or [jmuzzy@seadogs.com](mailto:jmuzzy@seadogs.com).

## Classifieds

### INTRAORAL X-RAY SENSOR REPAIR

We specialize in repairing Kodak/Carestream, Dexis Platinum, Gendex GXS 700 and Schick CDR sensors. Repair and save thousands over replacement cost. We also buy and sell dental sensors. [www.RepairSensor.com/919-924-8559](http://www.RepairSensor.com/919-924-8559)

### DENTAL PRACTICE LOSS RECOVERY

DRS-360 specializes in short sales. We are the sole dental recovery solutions group capable of achieving the maximum recovery of a dental practice loss. Please contact us for a free consultation at: 844-377-3601 or by email: [info@DRS-360.com](mailto:info@DRS-360.com).

### ANESTHESIA SERVICES AVAILABLE

Northeast Dental Anesthesia Associates, PLLC – mobile, office-based sedation and general anesthesia since 2007 throughout New England – practice limited to anesthesiology in collaboration with you as the operating dentist, within your office – increase safety, efficacy and patient experience – [www.northeastda.com](http://www.northeastda.com) – ph. 508-692-9548 – [northeast.dental.anesthesia@gmail.com](mailto:northeast.dental.anesthesia@gmail.com)

### 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: Augusta \$1.3M gross; Boothbay Harbor area \$1M gross, nets 55%; Lewiston Auburn area \$1.75M gross; Brunswick \$800K gross; Camden area, Bangor area \$500K gross, Perio specialty practice too. New listings arriving weekly. All inquiries confidential. Our Maine representative is Dr. Tony Bates 207-975-1942. Visit our website at [www.jimkasper.com](http://www.jimkasper.com) or email [info@jimkasper.com](mailto:info@jimkasper.com).

### FULL-TIME ASSOCIATE OPPORTUNITY

Well-established, successful dental practice seeking a full-time associate to join our team. We want someone who is looking to settle in the area long term, whether it be someone just graduating from dental school or an already established dentist. Current Maine dental license required without any disciplinary actions. We are located in a beautiful, wooded, professional development, 4-5 days per week. 7:30 am to 5:00 pm. We have seven operatories, utilize Dexis digital radiography, and oversee three hygienists on any given day. Health plan, malpractice insurance, continuing education, four vacations per year, and paid lab fees are a few of the benefits offered. Commission-based salary to be negotiated. High potential for eventual purchase of practice. We value our staff and feel that any incoming dentist would benefit from the knowledge and loyalty of this group of people. Position available as early as June 1, 2017.

Bangor is a lovely area. Close to Bangor International Airport and I-95. Budding cultural and recreational activities. Skiing, the beautiful Maine coast, and Baxter State Park make for beautiful day trip destinations. Great restaurants, schools, shopping, and downtown area. We are in close proximity to the state's university and top-rated hospitals. A great place to raise a family. Please send cover letter, resume, and references, both personal and professional, to [solomon7911@gmail.com](mailto:solomon7911@gmail.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!



### 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

### DENTAL LAB EQUIPMENT AVAILABLE

Long list of dental laboratory equipment available after death in the family. Includes furniture, grinders, ultrasonic cleaner, two workstations, furnace and laboratory engines. For more information, call 338-9046 or email [Julieannscaff@yahoo.com](mailto:Julieannscaff@yahoo.com).

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Exceptional practice opportunity for an IPDH. OR a great opportunity for a new doctor to excel their career quickly with a well-established, profitable hygiene department. Great location, geographically and accessibly. Modern office tastefully decorated. There is an abundance of potential - growth, expansion. For more information, provision of a confidential agreement, pre-qualified financing, and resume to be provided. Potential buyers email [pollobicho@yahoo.com](mailto:pollobicho@yahoo.com).

# Classifieds

## GENERAL DENTIST

The Waterville Community Dental Center is seeking a general dentist (DDS/DMD) to join our talented staff of dedicated professionals. We are a stand-alone nonprofit dental center located in the heart of vibrant, arts-focused Waterville, ME. The Center is a state-of-the-art facility that provides a full range of oral health services to the residents of the Central Maine area. Full or part-time options are available. Possibility for tax-free loan repayment up to \$25,000 per year. To learn more about us, please visit [www.communitydental.org](http://www.communitydental.org). To apply for this position, please submit a cover letter and resume/CV to [communitydentalcenter@yahoo.com](mailto:communitydentalcenter@yahoo.com).

## GENERAL DENTIST

St. Croix Regional Family Health Center in Princeton, Maine has an excellent opportunity for a recent graduate or an experienced general dentist. SCRFHC is Federally Qualified Health Center located in a Health Professional Shortage Area! Our new dental department is state of the art with digital radiography and paperless charting system. We are looking for a highly motivated and personable general dentist who is licensed in the state of Maine. We have a competitive compensation and benefits package. Dentist joining SCRFHC are eligible to apply for NHSC loan repayment! Please send in your resume to Corinne A. LaPlant, Community Health Center, St. Croix Regional Family Health Center, 136 Mill Street, Princeton, ME 04668 Telephone Number: 207-796-5503 Email Address: [scrhc.cal@hotmail.com](mailto:scrhc.cal@hotmail.com)

## PART-TIME/FULL-TIME DENTIST

Waldo County General Hospital seeks part/full-time dentist to work in nationally recognized hospital-based dental clinic. Maine license required, comfortable performing all aspects of restorative dentistry, including extractions, and willing to do community outreach. Please forward CV and confidential inquiries to John Bragg at [physicianrecruitment@penbayhealthcare.org](mailto:physicianrecruitment@penbayhealthcare.org).

## STUDENT SEEKING POSITION

Motivated, professional, and responsible graduating UNE dental student seeking associateship/mentorship opportunity in southern Maine. Previous business management experience, completed two 12-week general dentistry externships in Boston and Los Angeles, and fluent in Spanish and Portuguese. I would make an excellent addition to any team. Salary/compensation negotiable. Available 7/1/17. Contact [dnartker@une.edu](mailto:dnartker@une.edu).

## PERIODICAL FOR SALE

Periodical for sale – "What Do I Know, I'm Only a Dentist." The comical, but sad truth about people, written by Dr. Z. Amazon or Barnes & Noble. \$11 print, \$8 Kindle. GET YOUR COPY TODAY.

## FULL-TIME ASSOCIATE DENTIST

Exceptional opportunity for a full-time associate dentist to work in our Portland-area practices. Dentist should be confident in all phases of general dentistry, but more important is a positive attitude and great patient rapport. Modern offices with new technology and well-trained teams. If interested, send CV and cover letter to [michael.drbufo@gmail.com](mailto:michael.drbufo@gmail.com) or call 207-730-2359.

## ASSOCIATE DENTIST

Associate dentist wanted 3-4 days/week. General dental practice in Biddeford, Maine. Small practice with great patient base. Mix of fee-for-service and insurance. Great flexibility – practice the kind of dentistry the way you want in a relaxed atmosphere. Please email resume to: [LCHDDS@gmail.com](mailto:LCHDDS@gmail.com). All requests will be confidential.

## ASSOCIATE DENTIST POSITION

Private general dentist office in Portland, Maine area looking for associate for 3-4 days. Looking for an associate who is willing to grow with our expanding practice. We stress high dental quality and care for our patients; conservative, no pressure dentistry. All digital, all new equipment. Email: [ehkimdds@gmail.com](mailto:ehkimdds@gmail.com).

## ASSOCIATE NEEDED FOR SATELLITE OFFICE

Associate general dentist needed for satellite office in Bangor. Monday-Thursday 8-5, closed 6-8 weeks per year paid. Salary plus bonus. Possibility for student loan reimbursement and future partnership. Only happy and positive applicants. Those interested can call (207) 454-2350.

## PART-TIME/FULL-TIME ASSOCIATE

Thriving family practice located in Bangor, Maine, is seeking an associate dentist to join our newly renovated, modern office. We are a state-of-the-art practice with digital radiographs, CEREC, hard/soft tissue laser (Biolase), and paperless charting. This position will initially be part-time (3 days/week), and transition into full-time (4 days/week). Candidate should be comfortable performing/learning all aspects of general dentistry. Strong desire to learn and develop skills a must. Our practice prides itself on providing all aspects of dentistry, including endodontics, extractions, limited orthodontics, pediatrics, sleep apnea treatment, implant placement, as well as traditional crown/bridge and restorative. This will be a long-term associate position. Above average compensation and benefits for the right individual. If interested, or for more information, please email CV to [tbdds@mainefamilydental.com](mailto:tbdds@mainefamilydental.com).

## CHAIRS FOR SALE

For sale: 4 examination chairs, tray attached, with accompanying doctor's chair - \$750 each; 20 reception room chairs - \$25 each. Email Annette at [beldenbraces@drbelden.com](mailto:beldenbraces@drbelden.com) to request a picture.

## ASSOCIATE DENTIST SOUGHT

Well-established and successful practice in Southern Maine seeking an associate with future buy-in opportunity. For more information or to send resume, please email Dr. Brian Boynton at [brianboynton@maine.rr.com](mailto:brianboynton@maine.rr.com).

## DENTAL ASSOCIATE

Seeking dental associate with the possibility of a future buy-in. High-level practice. Please send resume to: Dr. Kenneth Myers, 2 Blackstrap Road, Falmouth, ME 04105.

## ASSOCIATE DENTIST OPPORTUNITY

Well-established private practice seeking a quality full-time associate dentist. We provide high quality comprehensive care in a relaxing, modern atmosphere. The ideal associate will complement our team focus on patient comfort and reducing dental fear. [www.KVDentalArts.com](http://www.KVDentalArts.com). Please forward your CV and submit further inquiries to [DrGlinko@KVDentalArts.com](mailto:DrGlinko@KVDentalArts.com).

## RECRUITING ASSOCIATE DENTIST

Recruiting associate dentist for growing GP practice in the Lewiston-Auburn area, starting this summer. Please send CV and cover letter to Debbie Littlefield Wang, RDH, at [dentalconsultant3@gmail.com](mailto:dentalconsultant3@gmail.com).

## VOLUNTEERS NEEDED

Oasis Free Clinics are seeking volunteer providers for our newly expanded dental program in Brunswick. Help us make a difference by giving of your time at our brand new clinic with two new operatories, digital x-rays and electronic records. We provide free adult dental care to prescreened patients and our staff dental assistant will help make your experience be a positive one. We will help retired dentists with licensing and insurance. To learn more, visit us at [www.oasisfreeclinics.org](http://www.oasisfreeclinics.org) or contact Dr. Jack Bauman at [jjbauman@comcast.net](mailto:jjbauman@comcast.net) or Dr. Rick Elsaesser at [rselsaesser@gmail.com](mailto:rselsaesser@gmail.com).

## VOLUNTEER/DONATE

Leavitt's Mill Health Center, located in Bar Mills/Buxton, is in need of dental professionals – dentists, hygienists, and dental assistants – interested in providing dental care to patients in need. We have a fully equipped dental suite and have flexible times available for any level of service offered. Leavitt's Mill Health Center is supported totally by donations, and at this time could use an additional high-speed and low-speed handpiece and any unexpired restorative materials. All donations are tax-deductible. Contact Donna Shepard, administrator, at 207-929-6455 or [mail@leavittsmill.org](mailto:mail@leavittsmill.org).

[www.medental.org](http://www.medental.org)

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