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# MDA NEWS



Fall 2018

Volume 5 Number 1

Maine Dental Association

## Election Day 2018 Outlook

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## Volunteer for Dentists Who Care for ME

Dentists Who Care for ME, a day where Maine dentists volunteer their time and offer free care to those who need it, is celebrating its 10th anniversary this year!



This year's event will be held on Friday, November 2.

The event, which has examined and treated more than 4,000 patients and provided services valued at over \$1.2 million since its inception, offers basic oral care services (cleanings, fillings, or extractions), or a referral to a specialist if needed. Participating practices open

(continued on page 5)

Submitted by Ann Mitchell  
 Mitchell Tardy Jackson

On Tuesday, November 6, Maine voters will elect a United States senator, the governor, both representatives to Congress, and members of the Maine Legislature. Additionally, there are five ballot questions.

### United States Senate

Incumbent Senator Angus King (I), who faces two opponents, began serving as Maine's junior senator in 2012. Republican candidate Eric Brakey has

served two terms in the Maine Senate. Zak Ringelstein, a political newcomer, is running as the Democratic candidate.

### United States House of Representatives

CD 1: Incumbent Congresswoman Chellie Pingree (D) is serving her fifth 2-year term in Congress. She has 2 opponents - Republican candidate Mark Holbrook and independent candidate Marty Grohman. Holbrook garnered 41.9 percent of the vote in his bid to unseat Pingree in 2016; Grohman comes to

(continued on page 6)

**MDA Mission Statement:**  
 To support members in achieving excellence in dentistry

**MDA Vision Statement:**  
 To be leaders in oral health in Maine



# From The Executive Director's Desk: Fall At The MDA

Angela Cole Westhoff, MDA Executive Director



Welcome Fall! I personally think it is the best season, and Mother Nature puts on her most beautiful show this time of the year. As I write this, the leaves are just starting to peak, and the colors are really quite spectacular.

Fall also means that the MDA has kicked off its continuing education series. We are very excited to launch two hands-on workshops. The first was held on September 21 at the University of New England. Dr. Dwight Pate spoke on *3D Guided Implant Surgery and Digital Workflow*. The course was extremely well received by the attendees.



A participant at the MDA's hands-on course with Dr. Dwight Pate at UNE.

Our next hands-on CE course will be held on December 7 at UNE, on the topic of *Safety and Simplicity In Root Canal Instrumentation*. The workshop will be conducted by Dr. Allen Ali Nasseh and Dr. Anne Koch.

The 2018-2019 MDA Package Plan Lecture Series is also off to an excellent start, with over 100 attendees that joined us on October 5 to hear Dr. Thomas Sollecito from the Pennsylvania School of Dental Medicine present on oral mucosal disease.

For a listing of our 2018-2019 CE offerings, see page 12.

Lastly, our 2019 Annual Convention will be held on May 30- June 1 at the Harborside Hotel in Bar Harbor. Topics will include marketing, scheduling, and practice management topics by three nationally known speakers from Jameson Consulting. They will be joined by our keynote speaker Dr. Hal Crossley, who will lecture on *Opioid Abuse, Appropriate Opioid Prescribing, Alcohol, and Marijuana and Their Impact on You, Your Family, and Your Dental Practice*. This is a lineup of fantastic speakers you don't want to miss!

I also want to give an update on the MDA's effort to address the escalating costs of health insurance for our members, their families, and their employees. As you know, the MDA's group health insurance plan was forced to disband at the conclusion of 2017 due to changing federal regulations.

But this summer, President Trump signed an Executive Order entitled "Promoting Healthcare Choice and Competition Across the United States." The new rule allows employers to join together in a group or association of employers that will be treated as the "employer" sponsor of a single multiple-employer "employee welfare benefit plan," also called a MEWA.

The MDA Insurance Committee is currently working with a consultant to determine if an Association Health Plan (AHP) might be a feasible option to help provide health insurance coverage to our members. To that end, we conducted an initial interest assessment, and 99 percent of the 125 dentists who responded were in favor of the MDA pursuing next steps to explore this option.

At this point, the MDA is conducting a census survey to collect important data about ages and location of those who might be seeking coverage under this MEWA plan. If you're curious about how an Association Health Plan works, here are the answers to some frequently asked questions:

## Q: What are Association Health Plans and what did the administration change?

- Association Health Plans (sometimes called AHPs) allow small businesses to band together to buy insurance. Some plans have been in place for years, and those plans can continue to operate after the new rule takes effect. But the Trump administration's regulation loosens the rules for additional plans to come onto the market, allowing more small businesses, including individuals who work for themselves, to be able to join these plans.
- In contrast to earlier AHPs that generally required the association's members to share an economic or other common purpose beyond enrolling in health insurance, new AHP members can be connected by geography alone or by business and professional interests. And under the new rule, providing members with insurance can be the main purpose of the Association Health Plans.

## Q: Are AHPs subject to consumer protections?

- The rule includes important safeguards. Consumer protections and healthcare anti-discrimination protections apply to large businesses and will also apply to AHPs organized under this rule.
- AHPs may not charge higher premiums or deny coverage to people because of pre-existing conditions, or cancel coverage because an employee becomes ill.

## Q: How does the rule expand coverage options for the self-employed?

- Self-employed individuals who employ other individuals have always been able to join an AHP.
- Under the rule, self-employed

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Now that fall is here, I find, like many of you, my calendar is getting increasingly full. In late August, I was asked to speak to the new first year dental students at UNE about membership and the value of organized dentistry. What is the value? Why do we join? Are we utilizing all that the MDA has to offer us?

Local component meetings provide an opportunity to meet with colleagues, network, socialize and learn through CE presented. We plan and offer continuing education opportunities for dentists and their staff. (Mark your calendar for the 2019 Annual Convention in Bar Harbor May 31-June 1). We have assembled a list of preferred vendors to help secure competitive pricing. We also provide services such as peer review, to help mediate dentist-patient disputes.

Currently, we are investigating how to offer health insurance options for our members, their families and staff. As you know, this was discontinued by federal law several years ago. We are working to find a solution that would secure competitive pricing, good coverage, and provide security that every year when re-enrollment comes around, the process is simple and streamlined.

**Ask yourself - Am I using my membership to its full potential?**

On the state level, we advocate in the Legislature to promote bills that support oral health, small business, student loan repayment, and many other topics that are relevant to today's dentist.

Since we are in a busy election cycle, our legislative activity is full speed. I urge you to get involved. Meet your local candidates. Offer your expertise in dentistry, small business, and your local community. Conversations and

relationships are a valuable tool for fostering a great relationship in Augusta.

Ask yourself - Am I using my membership to its full potential? Maybe there is a CE topic you would love to learn more about? Call us and let us know. Maybe your community is coming for a vote to remove fluoride from the town water? Call us - we can help with materials and presentation from the ADA.

Perhaps you are interested in learning more about finances and the business of dentistry. We are in the process of developing a series of speakers to address topics such as debt management and retirement planning. Let us know what you would like to hear. Better yet, get involved and help make your ideas a reality.

## Maine CDC Urges Practices To Support HPV Vaccine Messaging

The Maine CDC Cancer Prevention and Control Programs are collaborating with the Maine CDC Immunization Program (MIP) to provide education about the benefits of HPV vaccinations for girls and young women, and boys and young men, ages 11 through 26. They are reaching out to the dental community for their assistance in helping to increase HPV vaccination rates among Maine's adolescent population. These resources are being sent to all registered Maine dental hygienists in the state, and can be accessed at <https://www.maine.gov/dhhs/mecdc/infectious-disease/immunization/provider-information.shtml>.

HPV is a common virus that infects teens and adults, and can result in cancer. According to the U.S. CDC, HPV is thought to be responsible for about 70 percent of oropharyngeal cancers. Vaccines for chickenpox or the flu protect the body from viruses that can cause disease and sometimes death. The HPV vaccination can prevent HPV-associated cancer, and is given to healthy people to keep

these cancers from developing.

We are encouraging all dental practices to support the use of HPV vaccination messaging with patients in your practice. The HPV vaccine was developed to prevent cervical and other cancers of the reproductive system. However, the vaccine also protects against the types of HPV that can cause oropharyngeal cancers, and may help to prevent oropharyngeal cancers.

If you would like more information about the HPV vaccine, please call MIP at 1-800-867-4775 or 1-207-287-3746. You can also find out more about the immunization program, as well as Maine's universal coverage for children (Vaccine for Children or VFC) from the website [www.ImmunizeME.org](http://www.ImmunizeME.org).

If you would like more information on HPV-associated cancers, access the following website: <https://www.cdc.gov/cancer/hpv/index.htm>.



DynaMed Plus is a dynamic, evidence-based clinical reference tool created by physicians for health care providers to use at the “point of care.” It contains clinically-organized summaries for more than 3,200 topics, and guess what? The subscription is **FREE** to ADA members, a hidden gem as part of your membership benefits. You can find this on the ADA website homepage under Member Center, then ADA Library & Archives. Most members are not aware of this benefit, and many pay a yearly fee to subscribe to a similar online program. When you log onto Dynamed Plus for the first time, you can create an account. Your ADA membership is recognized as part of your registration, and, as a result, you will not be accessed a fee to use this tool!

Here is some basic information about DynaMed Plus.

Users can search DynaMed Plus for a wide variety of information on specific diseases. DynaMed Plus will return any topic overviews, conditions, drugs, labs, images, and calculators that are relevant to the searched disease. If users do not know what disease to search for, one can search by signs and symptoms. For example: “shortness of breath” returns DynaMed Plus topic overviews (Dyspnea), conditions (COPD), drugs, images, and calculators to help diagnose the possible cause of the presented sign or symptom.

DynaMed Plus organizes its content into topic pages containing clinically relevant information in a standardized layout for ease of access and information retrieval. Topic pages are organized into the following 6 categories:

**Overview:** This topic page can contain an overview on a single topic (i.e. fluoride), or it can contain a list of topic pages for a broad topic area (i.e. pediatrics).

**Condition:** contains information on conditions, syndromes, and diseases.

**Drug:** Drugs can be searched by name or condition. Specific medication can be found in the “Medication” sub-section under the Treatment sub-heading on the Condition page. Drug information on dosage, therapeutic use, cautions, comparative efficacy, approved and off-label indications, pharmacokinetics, clinical applications, and interactions of medications is provided.

**Lab:** Contains information on the lab’s indications, sample collection, test methodology, and normal/abnormal reference ranges & results.

**Image:** All searches return any relevant Image results as thumbnails at the top of the page. DynaMed Plus has partnered with ACP to provide over 4,700 medical graphics and images. When searching DynaMed Plus,

any images that are relevant to the search term are returned at the top of the page.

**Calculator:** All searches return any relevant calculator results, with their name and a basic version of the calculated formula, at the top of the Results page. With so many different calculators available in this program, you can bookmark the ones that are used most often.

Patient Education/Information can be found on the Overview and Condition pages under the sub-heading “Patient Information.” This section contains links and handouts, in English and Spanish, containing information on the condition, managing the condition, and medication/medical devices.

How is DynaMed Plus maintained and updated?

- DynaMed Plus editors monitor the content of more than 500 medical journals and other sources
- Practicing clinicians provide additional reviewing and editorial support as reviewers and contributors
- Methodology used to identify, evaluate, and select the evidence used in DynaMed Plus summaries is outlined in their 7-Step Editorial Process
- New and improved user interface makes it easy to find answers quickly
- Updated multiple times every day to ensure continual access to the most current evidence
- Unbiased content means users can always trust recommendations
- Bulleted format makes it easy to scan content
- Summaries and recommendations are included in 750 of the most popular topics.
- Easy access to thousands of graphics and images.
- Anywhere, anytime, on any device
- Complimentary mobile app comes standard with every subscription.
- Relevant search results every time.

Experience why DynaMed Plus is the go-to resource for healthcare providers around the world. And if you need any assistance at all, contact the ADA Library & Archives. Also, remember to download the mobile app!



## Director

(From page 2)

individuals with no other employees can also join an AHP, along with their families.

### Q: Will states still have regulatory oversight of AHPs under the final rule?

- Yes. The final rule does not diminish state oversight, which remains in place.
- States will share enforcement authority with the federal government.

The MDA census survey has been distributed via email. We set an initial deadline of October 10, but extended that to October 20. Completion of the survey in no way guarantees that an Association Health Plan will be offered. Even if you are satisfied with your current health insurance plan, we invite you to take the survey. If you have questions or to submit your dental practice census data in a different format, please contact me at [awesthoff@medental.org](mailto:awesthoff@medental.org).

Thank you, and have a spectacular Fall!

## Care

(From page 1)

their doors on a first-come, first-served basis.

The Maine Dental Association is taking a lead role in organizing Dentists Who Care for ME this year.

“The MDA is pleased to be more closely involved with Dentists Who Care for ME,” said Executive Director Angela Cole Westhoff. “We are committed to developing a strategy to ensure continued growth of this important program.”

The University of New England College of Dental Medicine, which will

be opening their Oral Health Center, and practices from throughout the state are seeing patients during this year’s Dentists Who Care for ME.

If you and/or your office are interested in volunteering, contact the Maine Dental Association Office at (207) 622-7900 or email Patti Bureau at [pbureau@medental.org](mailto:pbureau@medental.org) for a registration form.

The MDA will provide all of the paperwork needed to have a successful event, and will also provide patient education materials and goodie bags.

The MDA hopes this year’s event is the biggest ever.



# November 2, 2018

***This year is the 10th annual event - please consider getting involved!***

For more information, contact the MDA Office at (207) 622-7900 or email Patti Bureau at [pbureau@medental.org](mailto:pbureau@medental.org)

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# Election

(From page 1)

the CD 1 race from the State House, where he served two terms. This is one to watch, as ranked choice voting has potential to impact.

**CD 2:** Incumbent Republican Congressman Bruce Poliquin, serving his second term in Congress, faces Democrat Jared Golden, currently serving as the Maine House Assistant Majority Leader; according to pundits, it's a close race. With two unenrolled candidates in the race, Tiffany Bond and William Hoar, coupled with ranked choice voting, this could be a real nail-biter.

## Governor

Republican Governor Paul LePage, having served two terms as Governor (8 years), is term-limited. Shawn Moody, a successful Maine business person, is the Republican nominee; Moody ran unsuccessfully as an independent in the 2010 Maine gubernatorial election, garnering just 5 percent of the vote. Attorney General Janet Mills is the Democratic nominee; she served four

terms in the Maine House before being elected the state's first female attorney general in 2009. Recent polling has Moody and Mills in a virtual tie. State Treasurer Terry Hayes and business owner Alan Caron are running as independent candidates for governor - polling numbers for both remain in the single digits.

## Maine Legislature

Candidates for all 151 House seats and the 35 Senate seats are on the ballot, and in this year's election, term limits will have a greater impact on Republicans than Democrats. When Gov. LePage was elected eight years ago, Republicans took control of both chambers for the first time in decades; many Republican legislators elected in 2010 are term-limited and unable to seek re-election.

In the Senate, 7 Republicans are term-limited and 3 have chosen not to seek re-election; just one Democrat is term-limited and only one is not running for re-election. Senate President Mike Thibodeau and Republican Leader Garrett Mason are term-limited, and

Assistant Republican Leader Andre Cushing is not seeking re-election. Both Democratic Leaders, Senators Troy Jackson and Nate Libby, are seeking re-election.

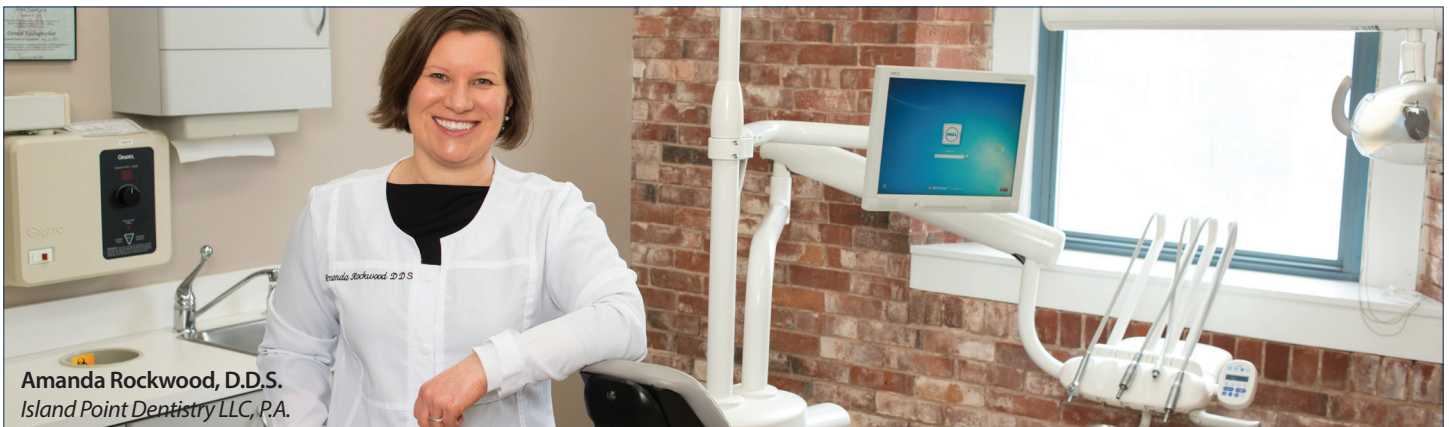
In the House, 14 Republicans and just 5 Democrats are term-limited; 14 House Republicans and 11 Democrats have also chosen not to seek re-election. Four of the five House leaders will not be returning to the House. Republican Leader Ken Fredette and Assistant Republican Leader Ellie Espling are term-limited (Rep. Espling is running for the Senate). Democratic Leader Erin Herbig is running for the Senate and Assistant Democratic Leader Jared Golden is running for the United States House of Representatives (CD 2).

## Ballot Questions

### Question 1: Citizen Initiative

Do you want to create the Universal Home Care Program to provide home-based assistance to people with disabilities and senior citizens, regardless of income, funded by a new

(continued on page 7)



Amanda Rockwood, D.D.S.  
Island Point Dentistry LLC, P.A.

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## Election

(From page 6)

3.8 percent tax on individuals and families with Maine wage and adjusted gross income above the amount subject to Social Security taxes, which is \$128,400 in 2018?

### Question 2: Bond Issue

#### Public Law 425

Do you favor a \$30,000,000 bond issue to improve water quality, support the planning and construction of wastewater treatment facilities and assist homeowners whose homes are served by substandard or malfunctioning wastewater treatment systems?

### Question 3: Bond Issue

#### Public Law 467

Do you favor a \$106,000,000 bond issue, including \$101,000,000 for construction, reconstruction and rehabilitation of highways and bridges and for facilities and equipment related to ports, piers, harbors, marine transportation, freight and passenger railroads, aviation, transit and bicycle and pedestrian trails, to be used to match an estimated \$137,000,000 in federal and other funds, and \$5,000,000 for the upgrade of municipal culverts at stream crossings?

### Question 4: Bond Issue

#### Public Law 465, Part A

Do you favor a \$49,000,000 bond issue to be matched by at least \$49,000,000 in private and public funds to modernize and improve the facilities and infrastructure of Maine's public universities in order to expand workforce development capacity and to attract and retain students to strengthen Maine's economy and future workforce?

### Question 5: Bond Issue

#### Public Law 465, Part B

Do you favor a \$15,000,000 bond issue to improve educational programs by upgrading facilities at all 7 of Maine's community colleges in order to provide Maine people with access to high-skill, low-cost technical and career education?

Call the MDA at  
207-622-7900, Email  
info@medental.org

## Dues Invoices To Be Sent Out Soon

Bills for 2019 tripartite membership dues (ADA, MDA and local component society) will be mailed in November. Payments are due January 1, 2019.

If you retired in 2018, or plan to retire by January 1, 2019, and have not yet notified the MDA, please do so as soon as possible. It is necessary for members to complete an Affidavit for Retired Membership to allow the MDA Office to change your dues rate.

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

## MDA Offering Hands-On Course on Dec. 7

The Maine Dental Association will be holding a hands-on continuing education course, "Safety and Simplicity in Root Canal Instrumentation," on Friday, December 7, on the University of New England campus in Portland.

The first part of the course, which will be led by Dr. Allen Ali Nasseh and Dr.

Anne Koch, will be a lecture, and the afternoon portion will be a hands-on session.

For more information, and for a registration form, call the MDA Office at (207) 622-7900 or go to the MDA's website, [www.medental.org](http://www.medental.org), and click on Continuing Education.



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# MDA Annual Convention Back In Bar Harbor in 2019



Don't miss the 2019 Maine Dental Association Annual Convention, May 31-June 1, at the Harborside Hotel, Marina, and Spa in downtown Bar Harbor.

The Harborside offers spectacular views of Maine's coast, and is steps from Bar Harbor's downtown and whale watching tours, a few miles from Acadia National Park, and 20 minutes from the Hancock County-Bar Harbor Airport.

Dr. Harold Crossley and representatives from the firm Jameson will both be presenting at the event.

Dr. Crossley, whose presentation will be "Opioid Abuse, Appropriate Opioid Prescribing, Alcohol, and Marijuana, and Their Impact On You, Your Family, and Your Dental Practice," is Professor Emeritus at the University of Maryland Dental School, and has co-authored



a number of articles and four books, dealing with a variety of topics within the field of pharmacology. He has been a consultant for the United States Drug Enforcement Administration and other law enforcement agencies since 1974. Drawing on this unique background,

Dr. Crossley has become nationally and internationally recognized as an

expert on street drugs and chemical dependency, as well as the clinical pharmacology of dental drugs.

Jameson's mission statement is "to help create more productive, more profitable and ultimately more fulfilled dental and business professionals

*(continued on page 9)*



## THE ROOT CELLAR

The Root Cellar's programs are designed to serve our neighbors in ways that not only meets needs, but gives people a hand-up so that they, in time, can help themselves.

**One of our most requested and needed programs is our dental clinic.**

Thanks to our amazing dental professional volunteer dentists, hygienists, assistants, etc., we are able to care for our neighbors who otherwise would not have access to dental care.

There is currently a year-long waiting list for our dental services.

**Would you consider serving by sharing your gifts and talents as a dental professional?  
Just a few hours a month or even a year can make all the difference in our neighbors' lives.**

Thank you for your consideration. Feel free to contact Colleen Wood, RDH Dental Clinic Coordinator, at (207) 774-3197 or [colleen@therootcellar.org](mailto:colleen@therootcellar.org).

## Convention From page 8

by providing appropriate and sophisticated solutions at the right time with exceptional connection, generosity, gratitude, and skill." Carrie Webber, its chief communications officer and co-owner, Amy Logan Parrish, its chief development officer, and Patty Flanagan, a practicing hygienist, speaker, and writer, will all be presenting at the convention on three separate practice management topics. The topics will be "How to ROCK Your Practice Marketing on a Budget," "Overcoming 'I'll Think About It,'" and "The Cancellation Solution."

**Dr. Crossley's course, which will be presented in two parts, on the afternoon of May 31 and the morning of June 1,** is part of the 2018-2019 Dentist and Hygienist/Assistant/Staff Member Package Plans. **The Jameson presentations, on the morning of May 31 and the afternoon of June 1,** are part of the Dentist Package Plan.

The annual Risk Management Seminar will be offered May 30 at the Harborside from 12:30 to 5 p.m. The Risk Management Seminar is not part of any Package Plan.

Exhibitors will also be in attendance at the convention on Friday, May 31.

Watch for convention and Risk Management Seminar registration forms to be coming soon, as well as the 2019 Annual Convention brochure. Rooms can be reserved at a special rate – just call the MDA Office at (207) 622-7900 and we can send you the code and link!

**The MDA office will be closed:**

- **November 22 and 23 (Thanksgiving Holiday)**
- **December 24 and 25 (Christmas Holiday)**

## ADA Credentialing Service Can Help Streamline Process

Piles of paperwork do not make the office function more efficiently. That's why the ADA is teaming up with the non-profit alliance CAQH to help streamline the credentialing process. The ADA® credentialing service, powered by CAQH ProView®, enables dentists to enter their professional information just once in an easy-to use, online digital solution that's fast, protected and free and available to all U.S. practicing dentists.

"We hope the days of dentists submitting multiple credentialing applications are coming to an end," said Dr. Joseph Crowley, President of the ADA. "This service provides an alternative to the traditional paper method where dentists must respond individually to each payer request for credentialing information, a slow and cumbersome process."

The ADA credentialing service will also help ease the frustration with processes such as:

- Credentialing with existing plans
- Enrollment and credentialing with new plans
- Updating provider directories
- Employment onboarding and more

"CAQH is a distinguished leader in creating shared initiatives that streamline the business of healthcare," said Dr. Crowley. "This collaboration is a great opportunity for all dentists to simplify the business of dentistry through a smart, efficient solution that more than 1.4 million other healthcare providers already use."

Learn more, update information and view participating payers at [ADA.org/credentialing](http://ADA.org/credentialing). Questions may be directed to [msc@ada.org](mailto:msc@ada.org) or (800) 621-8099.

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

### Medical Professionals Health Program

This confidential advocacy program is now available to also support Nurses in recovery! The professional compassionate staff is experienced and trained to help nurses understand addiction, the recovery process, and to help them implement strategies for return to safe practice.



If you or someone you know is in need of assistance, please contact us at:

207- 623-9266      [mphp@mainemed.com](mailto:mphp@mainemed.com)



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decaying teeth  
are fixed and  
I can eat again."

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# Report: Water, Milk Top Soft Drinks For Kids

From ADA News

Soft drinks accounted for almost 20 percent of total beverage consumption among kids in 2013-16 in the U.S., according to a September report from the Centers for Disease Control and Prevention.

Water, meanwhile, accounted for 43.7 percent of total beverage consumption for kids 2-19 while milk accounted for 21.5 percent, juice 7.3 percent and other beverages 7.6 percent.

The report, using data from the National Health and Nutrition Examination Survey, showed that the contribution of milk and 100 percent juice to total beverage consumption decreased with age, while the contribution of water and soft drinks increased with age.

Soft drinks accounted for the greatest proportion of total beverage

consumption for non-Hispanic black youth (30.4 percent), followed by Hispanic (21.5 percent), non-Hispanic white (17.5 percent) and non-Hispanic Asian youth (8.8 percent).

The 2015-2020 Dietary Guidelines for Americans recommend that water, fat-free and low-fat milk and 100 percent juice be the primary beverages consumed. The American Academy of Pediatrics supports this advice for youth, according to the CDC.

The ADA encourages dentists to stay abreast of the latest science-based nutrition recommendations and nutrition related screening, counseling and referral techniques. It also encourages collaborations with dietitians and other nutrition experts to raise interprofessional awareness about the relationship between diet, nutrition and oral health, according to an ADA House of Delegates resolution (Res. 60H-2016).

## Coming Soon - 2018 Membership Roster

The 2018 Maine Dental Association Membership Roster will be mailed soon to practices throughout the state. The MDA hopes that the Membership Roster is a helpful resource for networking, referrals, and connecting Maine Dental Association members with the shared goal of advancing oral health care in Maine.

**Use the Maine code when registering for Yankee and you could win a lobster dinner!**

Registration is now open for the 2019 Yankee Dental Congress. Be sure to use the Maine state code **YDC19ME** when you register, and you will be entered to win a lobster dinner on the MDA! Go to [www.yankeedental.com](http://www.yankeedental.com) for more information on this year's event.





# inspiring innovation 2019

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JANUARY 31 - FEBRUARY 2, 2019 | BOSTON CONVENTION & EXHIBITION CENTER

*As a member of one of the First District state dental societies, you have the opportunity to attend exclusive receptions, take a **FREE** Headshot, and more!*

**THURSDAY**  
January 31

**A Taste of New England**  
4:00 pm

Mix and mingle with your fellow First District dentists. Sample a variety of food in each lounge that has been chosen to represent each of the New England states.




**FRIDAY**  
February 1

**Pizza in the Pavilion**  
4:00 pm

Network with First District members when you stop by your state lounge to enjoy some pizza and a beer (or non-alcoholic beverage)





**TIME TO TAKE A HEADSHOT**

The **new** Find-a-Dentist tool is the focus of the ADA's 3-year, \$18 million advertising campaign to help members get more patients. In just five minutes, you can add a photo, contact information, office hours, and what types of payment and dental benefits you accept. Profiles with photos and the most complete information show up near the top of the search results, increasing the chance of new patients clicking on your profile.

ADA

**Dr. Nikki Hernandez**  
Dental Public Health  
(312) 234-5678  
240 E Chicago Ave Ste 550  
Chicago, IL 60611-9876  
D.D. member

**Dr. Steve Johnson**  
Dentist  
(773) 567-8901  
202 E Chicago Ave  
Chicago, IL 60611-2345  
D.D. member

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# R I

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Smiles are such simple gestures, yet they're so powerful for your small business. As the nation's leading dental insurance provider, Delta Dental is the perfect partner to keep your employees' smiles healthy with trusted experience, national access to the largest network of dentists and specialized expertise in oral care. **Visit [NortheastDeltaDental.com](http://NortheastDeltaDental.com) for your small business and choose a plan today.**



# 2018-2019 MDA Continuing Education Offerings

## SAVE THE DATES!

### \*November 9, 2018

Medical Emergencies in the Dental Office/Safe Pediatric Anesthesia; Management of Maxillofacial Infections; Management of Dentoalveolar Trauma (6 credit hours)  
Dr. Peter Vellis [Togus VA]

### December 7, 2018 - HANDS-ON COURSE

Safety and Simplicity in Root Canal Instrumentation (6 credit hours)  
Dr. Allen Ali Nasseh, Dr. Anne Koch [UNE - Portland]

### \*March 29, 2019

Managing Dental Conditions of a "Boomer" Generation/ Successful Tactics in Managing Peri-Implant Diseases (6 credit hours)  
Dr. Samuel Low [Togus VA]

### \*April 5, 2019

Autism and Strategies for the Dental Practitioner/ Silver Products and Non-Surgical Management of Caries (6 credit hours)  
Cathy Dionne, Dr. J. Timothy Wright [Togus VA]

### \*May 31 and June 1, 2019

Opioid Abuse, Appropriate Opioid Prescribing, Alcohol, and Marijuana and Their Impact On You, Your Family, and Your Dental Practice (6 credit hours)  
Dr. Harold Crossley [MDA CONVENTION 2019 - Bar Harbor]

### May 31 and June 1, 2019

How to ROCK Your Practice Marketing on a Budget/ Overcoming 'I'll Think About It' / The Cancellation Solution (6 credit hours)  
Carrie Webber, Amy Logan Parrish, Patty Flanagan [MDA CONVENTION 2019 - Bar Harbor]

\*Hygienist/Assistant/Staff Member Package Plan

**To register, go to [www.medental.org](http://www.medental.org), and click on Continuing Education. NEW THIS YEAR - ONLINE REGISTRATION! Remember that registration for 2019 convention must be done on separate form.**

## In the News

**Dr. Ziad Al Adham**  
1048 Union St  
Bangor, ME 04401  
O=207-992-2152

**Dr. Hiba Alqasemi**  
1048 Union St  
Bangor, ME 04401  
O=207-992-2152

**Dr. Kirston Barrett**  
27 Western Ave  
Hampden, ME 04444  
O=207-862-2600

**Dr. Jennifer Barton**  
43 Ossipee Trail E  
Standish, ME 04084  
O=207-642-4300

**Dr. Lea Beaulieu**  
3 Fundy Road  
Falmouth, ME 04105  
O=207-781-2054

**Dr. Wes Deibner**  
12 Hospital Drive, Suite A  
York, ME 03909  
O=207-363-6551

**Dr. Lauren Gallant**  
4 Commons Ave  
Windham, ME 04062  
O=207-893-2001

**Dr. Luke Harden**  
1048 Union St  
Bangor, ME 04401  
O=207-992-2152

**Dr. Nicole Horton**  
Brunswick, ME 04011

**Dr. Matthew Lawler**  
20 Long Creek Drive  
South Portland, ME 04106  
O=207-772-4063

**Dr. Annie Le**  
53 Pleasant St  
Brunswick, ME 04011  
O=207-725-2062w

**HELLO**  
New Members

**Dr. Chris Logan**  
137 Western Ave  
Augusta, ME 04330  
O=207-622-3879

**Dr. Mary McClintock**  
West Bath, ME 04530

**Dr. Marie Omeler-Emile**  
1048 Union St  
Bangor, ME 04401  
O=207-992-2152

**Dr. Anthony Preissler**  
12 Bolduc Ave  
Fort Kent, ME 04743  
O=207-834-3012

## Roster Correction

**Dr. Jeanne L. McDonald**  
(207) 232-3563  
jemcdona25@gmail.com

**Dr. Shaista Rashid**  
716 Stevens Ave  
Portland, ME 04103  
O=207-221-4861

**Dr. Ali Rouhi Nozadi**  
57 Barra Road, Suite 3  
Biddeford, ME 04005  
O=207-282-1305

**Dr. Frank Sapere**  
1048 Union St  
Bangor, ME 04401  
O=207-992-2152

**Dr. Mercedes Sweeney**  
1048 Union St  
Bangor, ME 04401  
O=207-992-2152

**Dr. Rashidah Wiley**  
716 Stevens Ave  
Portland, ME 04103  
O=207-221-4876w

The Maine Dental Association expresses its condolences to the family of **Dr. I.B. Young**

## Steinke Earns Recognition From AGD

The Academy of General Dentistry is pleased to announce that Daniel Steinke, DDS, MAGD, who practices in Dover-Foxcroft, has earned the 2018 Lifelong Learning and Service Recognition for his commitment to lifelong learning, volunteering his services to communities in need, mentoring associates and new dentists, and participating in organized dentistry. This is the second time Dr. Steinke has received the award.

The Lifelong Learning and Service Recognition is presented only to AGD members who have gone above and beyond earning the association's highest honor of Mastership. To accomplish this recognition, Dr. Steinke completed at least 2,100 hours of continuing dental education in 16 different dental disciplines. In addition, recipients must complete at least 200 hours of dental-related community/volunteer service.

Highlights of Dr. Steinke's continuing education are Master of the Academy



of General Dentistry (MAGD), alumni of the LD Pankey Institute, and founding president of New England Masters Study Club.

Since its inception in 2005, only 336 of the AGD's 40,000-plus members have received the Lifelong Learning and Service Recognition, and less than 50 AGD members have received the award more than once.

### 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

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

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

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

**Go to websites for Maine  
office contact information  
and to email**

- Minimum 5 years experience
- Be a mentor to the next generation of doctors through our ADA Accredited Residency Program and externship students from UNE
- Full-time, part-time, per diem, and seasonal opportunities are available
- Specialists needed to help expand areas of oral surgery, endodontics, periodontics, and orthodontics
- Loan repayment, relocation assistance, and more!



PCHC is currently hiring staff in  
**General Dentistry & Specialty**



Interested? Contact Vanessa Sanderson, PCHC Recruitment Coordinator, at [recruitment@pchc.com](mailto:recruitment@pchc.com) or **207.404.8015**



# ADA Third Party Concierge Provides Help On Dental Benefit Issues

By Kimber Solana  
ADA News

When Dr. Ron Riggins received a notice via mail earlier this year from a third-party payer that it was only going to send electronic funds transfer payments and no longer sending paper checks, he knew something was off.

"I had remembered from a previous article in the ADA News that this was not standard practice," said Dr. Riggins, a general dentist from Moline, Illinois.

Dr. Riggins said he immediately contacted the ADA Third Party Payer Concierge, an exclusive member perk that connects dentists with ADA staff from the Center for Dental Benefits, Coding and Quality to help resolve dental benefit issues.

"The Third Party Payer Concierge gathered all the information from my staff and began to solve the problem," Dr. Riggins said. "Within a few weeks, the ADA had reached out to the third-party payer and clarified the situation. The ADA then used its resources to inform members throughout the US of the issue."

Provider issues remain among the top concerns for dentists, according to ADA surveys. Members have expressed frustration and confusion when it comes to denied claims, low reimbursements and dealing with third-party payer portals and processing policies.

"Issues with third-party payers, whether it is intrusive processing policies, medical necessity rules or explanation of benefits language, affect most dentists every single day," said Dr. Steven Snyder, Council on Dental Benefit Programs chair. "For members, the ADA offers this concierge service with experts a phone call away to support and help you."

Recently, the ADA staff has helped members with third-party payer issues in:

- Providing guidance in the appeals process when a claim has been denied
- Contacting dental plans to revise explanation of benefits language that impugned on the dentist-patient relationship
- Connecting individual dentists with a dental plan's consulting dentist
- Clarifying requirements on electronic fund transfer payments

"The ADA staff is always extremely

Provider issues remain among the top concerns for dentists, according to American Dental Association surveys.

helpful when calling with questions or concerns," Dr. Riggins said. "The Third Party Payer Concierge is a real person who picks up the phone. Since third-party issues are one of the top concerns of dentists and dental offices, the service is a huge member benefit that hopefully more dentists will utilize."

The ADA can help dentists with dental benefits-related and coding problems, questions and concerns. Call the ADA's Third Party Payer Concierge at 1-800-621-8099 or email [dentalbenefits@ada.org](mailto:dentalbenefits@ada.org). Additional dental benefit resources can be found at [ADA.org/dentalbenefits](http://ADA.org/dentalbenefits).

Members can also fill out an online third-party complaint form at [Success.ADA.org/en/dental-benefits/online-third-party-form](http://Success.ADA.org/en/dental-benefits/online-third-party-form).

## Classifieds

### 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: Bangor area, Greater Portland, Augusta, and Mid-Coast region.

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).

### ASSOCIATE DENTIST/ POSSIBLE PURCHASE

General dentist looking to associate 25 hours per week, or looking to purchase a practice. Willing to drive one hour from Bridgton (Routes 302 and 117). Patient-oriented, private practice preferred. Email [mcm154@comcast.net](mailto:mcm154@comcast.net).

### ASSOCIATE TO PARTNERSHIP OPPORTUNITY

Associate to partnership opportunity in coastal Maine. This 4,700 square foot office is equipped with the latest technology, including a Cerec, lasers, and on-site lab. Practice averages 38 new patients per month, and collections average \$1.8M. The office is fully digital, computerized, and uses Carestream PracticeWorks software. Contact: 972-764-6151.

## 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

## INTRAORAL X-RAY SENSOR REPAIR/SALES

Repairs with rapid turnaround. Save thousands over replacement costs. We specialize in Kodak/Carestream, Dexis Platinum, and Gendex sensors. We also buy/sell dental sensors. [www.repairsensor.com](http://www.repairsensor.com) / 919-229-0483

## GENERAL DENTIST - SATELLITE PRACTICE

Seeking general dentist for satellite private practice north of Bangor, ME, with freedom to schedule appropriate hours and order preferred materials. Annual salary of \$130,000 to \$150,000, depending on experience, and includes 6 weeks paid vacation per year. To apply, contact Dr. Karen Delaney at (207) 454-2350.

## STAFF DENTIST

The Caring Hands of Maine Dental Center is recruiting dentists to join our nonprofit organization. Based in a new facility in Ellsworth, we also operate an active mobile program, and are an externship site for four universities. Qualified applicants must be community-minded and enjoy teaching. For information, contact [TOH@caringhandsofmaine.org](mailto:TOH@caringhandsofmaine.org).

## FQHC GENERAL DENTIST

Fish River Rural Health, a Federally Qualified Health Center with locations in the St. John Valley, is seeking a general dentist to serve at our state-of-the-art Eagle Lake and Madawaska health centers. The clinics offer the latest in dental technology, including electronic dental records and digital x-ray. Our dedicated, compassionate team provides patient-centered care to all ages. The mission of Fish River Rural Health is to provide access to comprehensive primary and preventive care of the highest quality to the underserved population and to improve the health care status of the residents of the upper St. John Valley. Fish River Rural Health is a not-for-profit organization serving rural Northern Maine seeking a mission-driven professional to join our integrated service model. Competitive salary and benefits. Recent dental graduates are welcome to apply. This position is available immediately. Qualified candidates are encouraged to submit a letter of interest and resume to:  
Fish River Rural Health  
Attn: Executive Office  
PO Box 309  
Eagle Lake, ME 04739

## 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!

## TMJ DIAGNOSIS & TREATMENT WITH AN ORTHOPEDIC APPROACH

- Diagnosis with thorough exams, in-house CBCT, mounted diagnostic casts, photographs & MRI when indicated
- Written reports by radiologists for all imaging
- Mentors include Dr. Mark Piper, Dr. John Droter & Dr. Jeff Okeson, among others
- Contact Dr. Kerry Bryant, Augusta 207-621-1111

## X-RAY MACHINE FOR SALE

Panoramic Corporation PC4000 2D Digital Pan machine. Like new. Less than 3 years old, with limited use. Comes with everything it came with, including brand new computer/software. Asking \$12,500 or best offer. If interested, email [allen.goldey@gmail.com](mailto:allen.goldey@gmail.com) or call 620-0982.

## DENTIST OPENING

Join the cornerstone of oral health in Maine! Establish your dental career in Vacationland, in our Farmington office. Improve the community in a thriving college town. Teaching opportunities through Tufts/Maine Medical Center AEGD Residency Program; loan repayment potential. City amenities, close major ski resorts, local hiking and fishing. Email [jcoyle@communitydentalme.org](mailto:jcoyle@communitydentalme.org).

## 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)

## 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).

## SOUTHERN NH ASSOCIATE OPENING

Looking for your dream job? Would you like a better boss and more opportunity? Our practice is growing, and we are looking to add an associate doctor to our team. We are a state-of-the-art, privately owned, multi-doctor practice in Southern NH. If you are an outgoing, positive dentist looking for career satisfaction and continuing education, this is the office for you! For more information, contact us today at [Marcey@fdcmilford.com](mailto:Marcey@fdcmilford.com).

## ASSOCIATE/PARTNERSHIP OPPORTUNITY

Large, highly profitable, long-standing general practice looking for a restorative dentist to transition from associate to partner, or outright sale of 50 percent of the practice to qualified professional. We are located 50 minutes north of Portland in Auburn.

The practice is in a modern, standalone building that has 16 treatment rooms and 3,000 feet of clinical space. It has been owned by four generations of dentists, and is dedicated to outstanding customer service and dental excellence.

Our valued patients will appreciate a talented, kind, compassionate, and empathetic doctor. Come find out why Maine dentists consistently rank on top nationally regarding earnings, and discover why Maine is the way life should be.

This is a full-time position, with hours from 7 a.m. to 5 p.m. four days per week.

Please contact us at [medentalopportunity@gmail.com](mailto:medentalopportunity@gmail.com).

## SOLO PRACTICE FOR SALE

Is it time to be your own boss? Solo practice for sale in beautiful Down East Maine. Growing area has potential for many new patients. Centrally located, spacious office has four operatories, long-term enthusiastic hygienists. Option to purchase building with rental units. Possible owner financing. Call (207) 664-4463.

## 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. Rick Elsaesser at [rselsaesser@gmail.com](mailto:rselsaesser@gmail.com).

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Phone 207-622-7900 Fax 207-622-6210 E-mail [info@medental.org](mailto:info@medental.org)



*~ SAVE the DATE ~*

**2019 Maine Dental Association Annual Convention**

**May 30- June 1, 2019**

**Harborside Hotel, Spa, and Marina**

**Bar Harbor, ME**

*Come earn Continuing Dental Education credits and experience the magic of a sophisticated coastal Maine hotel, seaside dining, and spectacular sunrises atop*

*Mt. Cadillac in Acadia National Park!*

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