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### What's Inside?

Loginat ADA.org/MyADA.

2020 Membership Cards Online - p. 5

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### **Annual Day of Free Care Planned For November 1**

Mark your calendar and sign up your general or specialty practice for the 11th



Annual Dentists Who Care for ME, a day where Maine dentists volunteer their time and offer

free care to those who need it, on Friday, November 1.

Maine dentists have treated more than 4,000 patients and donated services valued at nearly \$1.3 million in the last 10 years.

The program offers cleanings, fillings, or extractions for adults who have no

MDANEWS

#### MAINE DENTAL ASSOCIATION

Fall 2019 | Volume 6 | Number 1



## The MDA Sets Sail

The Maine Dental Association and ADA Practice Transitions partnered to co-sponsor a networking cruise on September 26 in Casco Bay. MDA members, students, and guests all enjoyed an evening sail, along with hors d'oeuvres, music, drinks, a photo booth, and giveaways. A big thank you to Casco Bay Lines and the crew of the Wabanaki!



## 2019-2020 CE Series Kicks Off

The Maine Dental Association kicked off its 2019-2020 Continuing Education Series at a new location – Maple Hill Farm Inn and Conference Center in Hallowell – with courses on September 20 and October 11.

Dr. Kevin Muench presented his course "Getting To 'YES' ... Then What?" in September, and Dr. Jamison Spencer lectured on "All TMJ Patients are NUTS, Right? How To Evaluate, Diagnose, and Treat the Most Common TMJ Problems" and "Obstructive Sleep Apnea: Looking Beyond The Teeth and Saving Lives" in October.

(continued on page 7)

#### MDA MISSION STATEMENT:

To support members in achieving excellence in dentistry

MDA VISION STATEMENT: To be leaders in oral health in Maine



MDA News Fall 2019 page 1

(continued on page 6)

### From The Executive Director's Desk: Fall Is A Busy Season

### By Angela Cole Westhoff, MDA Executive Director

With the crisp air and the autumn leaves changing colors, the MDA is moving into a busy season. We just held our **Fall Networking Cruise** in Casco Bay in Portland on September 26. Over 70 dentists, students, and guests joined us for the inaugural voyage!

Live music, food, fun photo props, giveaways, and lots of camaraderie helped set the stage for a fantastic evening, despite the rain. Thanks to all who joined us, and special thanks to Dr. Suzanne Ebert and Bree Simmers from the ADA Practice Transitions program for joining us on the cruise. ADAPT cosponsored the cruise with the MDA.

Speaking of ADAPT, the platform is live now in Maine and Wisconsin, and soon will expand into neighboring states. This new service is offered through the ADA Business Innovations Group to make the process of entering and leaving a practice both predictable and enjoyable. The purpose is to match dentists who are looking to join a practice with owners who are seeking a partner, associate, or someone to purchase their practice.

The service includes an online platform with tips, tools, and training relevant to each dentist's situation. In addition, an American Dental Association advisor is assigned to the partnership to help facilitate the process and foster a positive relationship for both parties beyond the transaction.

If you haven't heard by now, the **first two matches** were made here in Maine! We are very proud to have been an initial pilot state, and have confidence the program is going to continue to grow.

We are also in the midst of another series of **networking events for new dentists** with financial support from

The MDA office will be closed:

- Nov 11 (Veterans Day)
- Nov 28, 29 (Thanksgiving)
- Dec 24, 25 (Christmas)

the ADA Engagement Grant program. The first event was held in Bangor on October 2. Additional dates include October 23 in Saco at Run of the Mill and November 6 in Hallowell at the Quarry Tap Room. If you are a dentist in practice 10 years or less, be sure to contact the MDA to register for these networking events! The MDA New Dentist Committee is co-chaired by Dr. Christopher Murphy and Dr. Kirston Barrett.

Fall also means that the dues renewal season is upon us. Membership dues notices will be sent out at the end of October. In 2020, membership cards will be digital, as the American Dental Association is making them available online and will no longer mail physical cards. Members can still print their card, but the cards will now be accessible via smartphones and other digital devices. Members will also continue to receive their window decal through the mail. We appreciate your ongoing support of the Maine Dental Association. Your membership dues

are vital to our efforts to continue to advocate on your behalf at the state house, to provide good quality, costeffective continuing education programs, and be a resource for dentists across the state.

The MDA is also working with the University of New England's ASDA Chapter to organize a meet and greet on **Thursday, October 24 at 6 pm** in Innovation Hall, Room 116. We invite member dentists to come network and share your experiences with future dentists. They really enjoying meeting you all! Finally, **UNE's White Coat ceremony will be held on Friday, October 25 at 6 pm** in Innovation Hall on the Portland campus. MDA Board members and staff will be in attendance.



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## **News from the President's Corner**

### **Continuing Your Education**

Dentists are busy people! We maintain practices. We have families, hobbies, travel, civic, and other responsibilities. Most dentists I know fill every corner of their lives with good things. Continuing education can be just another thing you have to do.

The Maine Board of Dental Practice requires that dentists maintain 40 hours of continuing education that is "directly related to dental practice." As you probably know, there was a recent change, in that practice management and other courses formerly known as

"category 2" are now disallowed. This is particularly important, because we all need to renew our licenses at the end of this year. You also may want to make sure that you have completed your opioid training for this biennium.

### What is your personal CE plan?

There are lots of CE opportunities out there, and of varying quality and modality. There are free courses put on by manufacturers of dental products. Your price of admission to those courses is usually advertisement of products the CE sponsor sells.

Maine has component chapters of national dental academies and study clubs that provide great opportunities for professional growth. These generally command higher costs per hour of continuing education, they have high quality CE, and provide members with an identity of belonging to a group or ideology.

There are many other organizations based in Maine and elsewhere that provide quality continuing education.

## Why should you choose to take continuing education credits from the MDA?

As you have likely noticed, we have made some changes recently.

We have a new venue. We have a new look and feel. We are continuing to modernize and update the speakers and lecture topics.

As I personally did some calculations, I was shocked at how much less expensive our CE credits are per hour compared to other commercial offerings. I remember saying in a CE committee meeting: "Thinking as a business person, we need to raise our prices!" As you

I'm proud that the MDA can offer such quality continuing education at the price point that we do.

### Brad Rand, DDS

can imagine, I was met with opposition. Wiser heads prevailed, and now I can say I'm proud that we can offer such quality at the price point that we do.

It's not inexpensive to bring people out to lecture in

Maine. We have been working on ways to bring higher-dollar speakers here and still keep our CE fees low. While sometimes it is nice to travel somewhere for continuing education, it's certainly nice to have nationally-acclaimed speakers within a morning's drive! You can get 6 or more hours of credit and be back doing what you want to do by mid-afternoon that same day!

Another benefit of in-person continuing education is networking. Last month, while I attended the MDA continuing education course, I met a dentist I didn't know previously. We got talking about practice management, and he gave me what I'd call a "pearl" that I have been able to use in my practice. He had willingly shared something that he had learned over his career. At that same course, I was also able to talk with some new dentists that attended the lecture - perhaps something I said benefited them. It struck me that we are fortunate to have so many dentists who are willing to advance the careers of other dentists who might otherwise be seen as competition. This is one of the many reasons I truly appreciate practicing in our state.

I would invite you to evaluate your current continuing education track and see if it's meeting your needs and goals for your professional growth:

- Do you feel challenged academically, and is the education making you a better clinician?
- Do you feel like you are getting the most value for your continuing education dollar?
- Are you able to network and to give back to newer grads?

If you answer no to any of these, maybe it's time to reconsider where you commit your CE time and finances.

Lastly, if you have been wowed by someone on the lecture circuit and you think that individual would be someone of broad interest to our membership, I or anyone on the MDA's continuing education committee would love to hear about her or him. Thank you for all you do for your communities, patients, staff, and for your profession.



### **News from the First District Trustee's Corner**

Now is a time for reflection, as I come to the end of my term as ADA First District Trustee. Throughout the four years, I have listened to many presentations, attended council meetings, committee meetings, and state meetings, been a part of many conversations, and the list goes on and on. At a recent board meeting, I began to reflect on all the changes that have taken place at the ADA since the tumultuous time for the ADA in 2009. Some of you may recall the events of that time frame and, for others, it doesn't really matter anymore. What does matter is the incredible amount of changes and improvements in multiple aspects of the ADA since 2009. I thought it would be beneficial to highlight them to help us see how far we have come.

To begin with, there were 106 member databases at the ADA in 2009 and, shortly after, Aptify was set in place and the process of data conversion began. Now, 48 state associations are on the Aptify platform, and this has made a huge improvement in consistency and accuracy of member data across all segments of the ADA.

The ADA Library was converted to a mostly all electronic system, and physical books and relics were archived at the ADA or returned to the lending body.

Governance training has been provided to many state associations to help increase their stability and support.

**Science** – funding has been provided to the Volpe Research Center to help increase the strength of their research and to support their work, as well as their patents. The science division at the ADA is also very strong and vital since the hiring of a very energetic and committed VP of the division a few years ago.

**ADA Foundation** – after several years of financial struggles, the foundation is now being restructured, and the Volpe Research Center will join with the ADA science division to become the ADA Research Foundation. The joining of the administration of these two will create an organized, efficient, and stronger result for our scientific research and a more unified division.

**Website** – the ADA website has been rebuilt to be more user-friendly and less cluttered. Through this process, we acknowledged that Google is THE search engine and the ADA's search engine can never compete with Google, nor can we afford the type of search engine Google has. So we have come to accept that our search engine can never be the same as Google, and it is understandable why members use Google! Judith Fisch, DDS

**Communications** – since the hiring of a new VP of Communications, we have had amazing marketing and graphics. The

numerous videos that have been produced, the graphics and research on personas, member segmentation, and advertising for find-a-dentist are examples of the stellar ideas coming out of this division, which have resulted in numerous national awards.

To say the least, this has all occurred since our current Executive Director, Dr. Kathy O'Loughlin, was hired. She has worked tirelessly since 2009 to "right the ship" and improve the efficiency and functioning of the ADA. The Council on Annual Sessions was restructured and became the Committee on Annual Meetings, with fewer members that are not district appointments. The Council on Members Insurance and Retirement Programs has been restructured as well to consist of fewer members and, again, not district appointments. Trustees are provided with a yearly summary of council demographics compared to best practice standards in leadership composition. Essentially, it indicates the percentage of diversity within the councils and highlights the areas that are lacking, such as new dentists, women, and ethnically diverse. It is a reminder for trustees to consider diversity when making appointments, so that the ADA leadership might eventually look like the ADA membership.

There is definitely more that has changed in these 10 years, but my goal was to present the highlights and allow us to reflect on the progress that has been made.

As I conclude my term, I want to thank each and every one of you for your support and friendship. It has been an honor and a privilege to represent the First District, and an opportunity for which I will always be forever grateful. I have been very proud of the First District, and have communicated to the board how much our district deals with all the issues facing dentistry at one time or another, and that the issues just keep rotating around through our six states. And I have made it very clear that we did not ask for all these issues at one time, but have very eloquently stepped up to the plate and dealt with them. Thank you again for all your hard work dealing with these struggles throughout the years.

Dr. Rich Rosato from New Hampshire will replace me, and will be an amazing trustee! I will return to Vermont, and, hopefully, begin to enjoy some R&R (even though my husband does not believe that is possible for me).

Again, many thanks!





### Membership Cards Online Starting in 2020

Come 2020, the American Dental Association is making its membership cards available online and will no longer mail physical cards in an effort to improve convenience, according to the Association.

Members can still print their card. However, the cards will now be accessible via smartphones and other digital devices anytime, anywhere. In addition, ADA members will continue to receive their ADA membership window decal through the mail.

Members will be able to access their

eCards in their MyADA profile on ADA. org. By logging into ADA.org/MyADA, members can choose to print their own cards at home or save it to their smartphone's virtual wallet.

According to the American Dental Association, benefits of switching to eCards include allowing members to access their card anytime and anywhere; digital cards can't be lost or stolen; and reducing waste by not printing physical cards.

Questions? Reach out at 800-621-8099 or membership@ada.org.

### Watch Mailboxes For Dues Invoices

Bills for 2020 tripartite membership dues (ADA, MDA and local component society were mailed in the end of October. Payments are due January 1, 2020.

If you retired in 2019, or plan to retire by January 1, 2020, 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 continued support.

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### Dentists Who Care (From page 1)

other access to dental care, as well as vouchers for specialists. Appointments are on a first-come, first-serve basis.

All of the necessary paperwork, along with patient education materials and goodie bags, will be provided.

The Maine Dental Association is again offering its help to organize Dentists Who Care for ME.

"The MDA is pleased to continue its support of this important program," said Executive Director Angela Cole Westhoff. "We are committed to aid in ensuring its continued growth."

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 info@medental.org for a registration form.



# November 1, 2019

This year is the 11th annual event - please consider getting involved!

For more information, contact the MDA Office at (207) 622-7900 or email info@medental.org

### Allied Dental Team Members Can Join MDA

The Maine Dental Association has added hygienists, assistants, lab technicians, and dental office staff members as allied dental team members, as the MDA feels that the Association can only become stronger by including all dental professionals.

A MDA allied dental team member is defined as "a licensed dental hygienist in good standing in the state of Maine, a dental assistant, a dental laboratory technician, or a dental administrative staff person working or residing in Maine."

Among the benefits of becoming a

MDA allied dental member:

- Quarterly lecture series
- An e-newsletter specifically for allied dental team members
- Quarterly printed newsletter
- CE course discounts

The annual fee to be an allied dental team member is \$50, with a membership cycle from January 1 to December 31.

If you would like to become a MDA allied dental team member for 2020, or for more information, go to www. medental.org and click on ADT Membership, or call (207) 622-7900.

### Diversion Awareness Training November 6

The Drug Enforcement Administration's New England Field Division will be offering a practitioner diversion awareness training session on Wednesday, November 6 at the Augusta Civic Center. The program is free for DEA registrants and registration can be to attend inperson or for a live stream feed. To register, and for more information, go to https://www.deadiversion.usdoj. gov/mtgs/index.html.

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### **CE** Series

(From page 1)

"The MDA CE Committee has been working diligently to revamp our continuing education series, starting with a new venue at Maple Hill Farm," said MDA Executive Director Angela Cole Westhoff. "The feedback we have received has been overwhelmingly positive."

Package Plans for dentists, hygienists/ assistants/staff members, and allied dental team members are available, and you can also sign up for courses individually. Online registration is available by going to www.medentalce. org. You can also go to www.medental. org, and click on Continuing Education, to find a registration form and the 2019-2020 CE brochure.

The following is a schedule of upcoming courses that are included in the Maine Dental Association's 2019-2020 Continuing Education Series:

### **MDA, AGD OFFERING HANDS-ON COURSE**

The MDA is partnering with the Maine Academy of General Dentistry to present a hands-on workshop, "Clinical Endodontics for the General Dentist," on Saturday, November 23 at Maple Hill Farm Inn and Conference Center, starting at 9 am. For details and registration information, go to www.medental org, and click on Continuing Education.

November 22, 2019 Emerging Trends and Hot Topics for the Entire Dental Team Dr. Cathy Turbyne (Maple Hill Farm)

December 6, 2019 The Impact of Alternative Medicine on Dentistry/Update on Oral Health Products Karen Baker (Maple Hill Farm)

March 13, 2020 Elevating Your Restorative Practice Dr. Marcos Vargas (Maple Hill Farm) April 10, 2020

Oral Ulcers, Erosions and Red Lesions/ The Cancer Patient/Oral White Lesions Dr. Sook-Bin Woo (Maple Hill Farm)

May 29, 2020 Integrative Approaches to Pain/ Life Is Your Best Medicine Dr. Tieraona Low Dog (MDA 2020 Annual Convention)

May 30, 2020 25 Shades of Grey and a Whole Lot Less Risqué/Great Cases with New Faces Dr. John Svirsky (MDA 2020 Annual Convention)

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

### Low Dog, Svirsky To Present at 2020 MDA Convention at Samoset Resort

Don't miss the 2020 Maine Dental Association Annual Convention, May 28-30, at the Samoset Resort in Rockport.

Perched on 230 waterfront acres overlooking Penobscot Bay, the Samoset Resort has a rich history that dates back to 1889, and offers elegant accommodations, oceanside dining, an 18-hole championship golf course, a 200,000-gallon "zero entry" pool and multi-tiered deck, spa and salon, Ultimate Backyard, and Samoset Kids Club.

Dr. Tieraona Low Dog and Dr. John Svirsky will both be presenting at the event.

Dr. Low Dog, whose presentation will include "Integrative Approaches to Pain" and "Life Is Your Best Medicine," is a physician, author, and educator. She practiced herbal medicine, midwifery, massage therapy, and martial arts before earning her medical degree from the University of New Mexico School of Medicine. She is one of the foremost experts in the United States on the safe and appropriate use of botanical remedies and dietary supplements. She has overseen the evaluation panel for supplement/botanical safety for United States Pharmacopeia, including joint reviews with the Department of Defense, for the past 20 years. Dr. Low Dog has published 54 research articles in medical/science journals, and written 24 chapters for medical textbooks. She has been honored with many awards from academia, public health, and industry throughout her 40-year

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career. She has been invited to speak at more than 600 conferences. She has authored five books.

Dr. Svirsky will present "25 Shades of Grey and a Whole Lot Less Risqué" and "Great Cases with New Faces." He is a board-certified oral and maxillofacial pathologist at Virginia Commonwealth University, and has developed a broad background in research, published numerous articles in dental literature, and earned a master's degree in adult education. He is a sought-after speaker, with an international reputation as an informative and entertaining lecturer. He is an honorary member of the Thomas P. Hinman Dental Society, and has received a presidential citation from the American Dental Association for significant contributions to the health of the public and the profession of dentistry. The Alumni Association of Virginia Commonwealth University chose Dr. Svirsky to receive the 2013 Outstanding Alumnus Award. In 2015, he received the Distinguished Service Award from the

Dawson Academy for advancement of the dental profession through research, publication, and education, and has been awarded an honorary membership in the American Academy of Oral Medicine.

Dr. Low Dog's presentation will be offered on Friday, May 29, and is part of the 2019-2020 Hygienist/Assistant/ Staff Member Package Plan. Dr. Svirsky's presentation will be offered on Saturday, May 30, and is part of the Dentist Package Plan.

The annual Risk Management Seminar will be offered Thursday, May 28 at the Samoset 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 30.

Watch for convention and Risk Management Seminar registration forms to be coming soon, as well as the 2020 Annual Convention brochure.



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### MDA Member Dentists Inducted Into ICD, Receive Awards From AGD

Maine dentists were inducted into the International College of Dentistry, and were Academy of General Dentistry awardees, recently.

The International College of Dentists USA Section presented Dr. David Kerr, who practices in Portland and is the MDA Board of Directors President-Elect, with a membership plaque, gold lapel pin, and gold key for his induction as a fellow of the College at its 85<sup>th</sup> Annual Convocation on September 6.

The ICD is "dedicated to the recognition of outstanding professional achievement, meritorious service, and the continued progress in the profession of dentistry for the benefit of all humankind."

At the regalia ceremony, 350 dentists from the United States and abroad were inducted into the ICD. The College, with representative chapters in more than 123 countries, has over 11,000 members, including about 6,500 in the



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United States.

The Academy of General Dentistry announced that Dr. Benjamin Lawlor, who practices in Gray, received a Fellowship Award, and Dr. Nicholas Roy, who practices in Buxton, received a Mastership award during the AGD's Convocation Ceremony, held at the AGD's scientific session on July 18 - 19, 2019, in Uncasville, Connecticut.

Drs. Lawlor and Roy accepted their awards along with over 200 other recipients.

In order to receive the fellowship award, Dr. Lawlor completed 500 hours of continuing dental education, passed a comprehensive written exam, and



fulfilled three years of continuing membership with AGD. As a recipient of the award, Dr. Lawlor has joined a group of more than 17,340 members of the dental community.

To earn Mastership in the AGD, you must complete several requirements, including completing at least 1,100 hours of approved CE as an AGD member, with at least 400 hours of CE being from participation courses in specific disciplines and at least 600 hours meeting minimum hour requirements in specific disciplines.

The AGD is a professional association of more than 40,000 general dentists dedicated to providing quality dental care and oral health education to the public.



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### ADA Backs Legislation On Vaping Devices

### FROM ADA NEWS

The ADA reiterated its support for legislation aimed at regulating vaping devices and liquids in the same manner the Food and Drug Administration regulates cigarettes and other tobacco products.

In an Oct. 15 letter to Energy and Commerce Subcommittee on Health Chair Anna Eshoo, D-Calif., and Ranking Member Michael Burgess, R-Texas, the ADA urged legislators to favorably consider HR 2339, the Reversing the Youth Tobacco Epidemic Act of 2019.

The bill would:

Require FDA to implement the graphic health warnings for cigarette packages (which includes an oral cancer image) within 12 months.
Extend the federal tobacco advertising and sales requirements to vaping devices and other types of nicotine products.

• Regulate vaping devices and other products covered by the Tobacco Control Act in the same manner as cigarettes and smokeless tobacco.

• Raise the minimum age for purchasing nontobacco nicotine products to 21.

• Prohibit non-face-to-face sales of all tobacco products, including e-cigarettes and e-cigarette accessories.

• Prohibit all characterizing flavors of tobacco products, including menthol.

The letter was sent ahead of the committee's Oct. 16 hearing on the bill, namely its provisions to regulate electronic nicotine delivery systems.

In supporting the legislation, ADA President Chad P. Gehani and Executive Director Kathleen T. O'Loughlin wrote that tobacco use is "causally associated" with higher rates of tooth decay, receding gums, periodontal disease, mucosal lesions, bone damage, tooth loss, jaw bone loss, and more.

### School Oral Health Program Seeks Dentists, Hygienists

MCD Public Health, a division of Medical Care Development (MCD), Inc., is seeking dentists and hygienists to provide basic oral health screenings, fluoride varnish and dental sealant application at participating elementary schools, in support of the Maine CDC School Oral Health Program.

Dentists and hygienists that offer their services may be asked to provide referrals to the student's parent or guardian for students who are identified as needing immediate follow-up oral care with a dentist, to provide, as needed, oral health education to elementary school students, staff, and parents or guardians, participate in school-based surveys, and track services for each student served.

Dental practitioners can be paid hourly rates and mileage for their services.

For more information, contact Sherry Laliberte at slaliberte@mcdph.org.

www.medental.org

### MDA Members Can Now Take Advantage of Exclusive Discounts

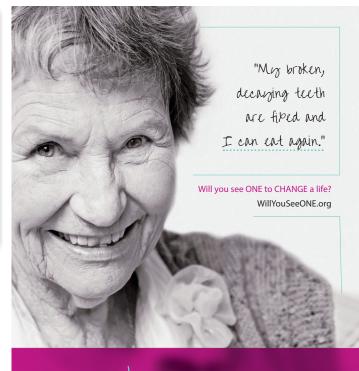
The MDA has partnered with several vendors to offer exclusive discounts to our members! Members can enjoy discounts through Amtrak Downeaster, Cross Insurance Arena, Funtown Splashtown USA, Maine Foodie Tours, and the Portland Sea Dogs, and the list is continuing to grow! Find out more about the discounts, and how to take advantage of them, by going to a members-only portion of the MDA website. You can click on the Member Discounts button at 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







### Maine Dental Association Preferred Business Partners

### Androscoggin Bank



Androscoggin Bank is there for you in the moments that matter the most – for both your practice and personal projects. Our officers provide sound advice and the expertise that will help you position your practice for the next chapter of your journey. We've been helping Mainers craft unique stories for nearly 150 years and look forward to hearing how we can help you.

Go to www.androscogginbank.com

Or contact: Rob Westhoven rwesthoven@androscogginbank.com 207-376-3638

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BTR Berry Talbot Royer

At Berry Talbot Royer, we are more than just your accountant, we are your trusted advisor. Let us be your ONE-stop shop, or help you in a specific area – you tell us!

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Consulting: check writing, assistance with starting your practice, Quickbooks Pro advising, partnership arrangements, IRS consulting and tax, representation, and pension consulting

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buy-in/buy-out strategies, understanding tax consequences of different structures, and mergers/acquisitions/business sales

Other: conversion from cash to accrual, monitoring of KPI, audit-ready books, strategic planning, and hands-on consulting

Contact us today, and learn how we can help you and your practice achieve and sustain your financial goals!

6 Fundy Road, Suite 100, Falmouth ME 04105 Phone: (207)781-3445 Web: www.btr-cpa.com Email: info@btr-cpa.com

### **Best Card**



Endorsed by 25 state dental associations, Best Card offers great rates and personalized customer service. Dental practices save an average of \$ 2,768/24% annually in fees over prior processors.

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Fees divided by dollars processed = effective rate. MDA members have an average effective rate of 2.13%.

Fax or email a recent credit-card processing to

CompareRates@BestCardTeam.com or 866-717-7247 for a no-obligation savings analysis, and also receive a \$5 Amazon gift card. Call 877-739-3952 for more information.

### The Dentists Supply Company



The Maine Dental Association has affiliated with The Dentists Supply Company to offer members a new way to shop for dental supplies at significant savings. TDSC is a dentist-led organization built to provide consistent, competitive pricing on dental supplies to members of organized dentistry, regardless of practice size. When you buy from TDSC, you are joining a collective of dental professionals who believe the profession should be shaped by those who practice it.

Dentists have saved millions compared to MSRP on everything from adhesives to x-ray materials through tdsc.com. This is savings that can be reinvested back into the practice and patient care.

Ready to see how much you can save? Visit tdsc. com/maine to learn more and get started today with a custom price comparison on the products you buy today.

tdsc.com/maine 888-253-1223

## D.P. Porter Contractors



D.P. Porter Contractors Inc. is defined by its

HELLO	In the <b>Ne</b>	ews	
New Members	Dr. Sonja Evans	Dr. Julianne McCullough	<b>Dr. Courtney Schapira</b>
	82 Coyle St	2 Stilson St	716 Stevens Ave
	Portland, ME 04101	Sanford, ME 04073	Portland, ME 04103
	0=207-772-7431	0=207-324-4493	0=207-221-4825
<b>Dr. Eric Bolduc</b>	Dr. Matthew Green	Dr. Mattie Paradise	Roster Corrections
206 High St	5 Community Drive Ste 1	57 Barra Road Ste 3	
Ellsworth, ME 04605	Augusta, ME 04330	Biddeford, ME 04005	
0=207-669-4826	0=207-622-5814	0=207-282-1305	
<b>Dr. Melissa Carrier</b> 405 Main St Gorham, ME 04038 0=207-839-6266	Dr. Tom Guerrette 16 Hampton Road Exeter, NH 03833 0=603-772-7874	<b>Dr. Alexandra Peacock</b> 110 Auburn St Portland, ME 04103 0=207-797-7433	46 Gerry Lane Waterboro, ME 04087 Dr. Christopher Dorr Endodontics bds@oxfordnetworks.net
Dr. James Cormier	Dr. Nikhil Mallick	<b>Dr. Mathilde Reznik</b>	Dr. Brian van Emmerik
118 York St	1 Cumberland PI Ste 202	333 Main St	General Practice
Kennebunk, ME 04043	Bangor, ME 04401	Bar Harbor, ME 04609	P: (207) 367-2631
0=207-985-3796	0=207-573-1243	0=207-669-4565	bpvanemme@gmail.com

### Maine Dental Association Preferred Business Partners

people – honest, experienced, hardworking, professional and creative. DPPC team members form collaborative relationships with owners, developers, design teams, subcontractors, and others to assist in delivering the most desirable and economical solutions to the construction goal, reinforcing the company's reputation for superior workmanship and performance. DPPC is dedicated to trusting relationships, excellent service, workmanship that has enduring character, and meeting or exceeding customer expectations every time.

Affiliated with some of the region's most respected, talented, and knowledgeable design and engineering firms, DPPC can assemble a designbuild team that is particularly suited to the project's unique needs. This helps expedite construction time-frames, saves cost, reduces or eliminates claims, and provides for greater innovation.

Email Jason@dpporter.com or go to www.dpporter.com.

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Harbor Digital

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Cavities don't form overnight. Neither do major technology issues. In an ideal world, your patients follow your professional advice and put into daily practice the methods of prevention that drastically reduce the risk of major intervention procedures.

In the event that prevention isn't enough, our skilled, highly trained, professional team of technicians will diagnose the problem, clearly communicate your options, and professionally perform needed repairs and upgrades to minimize the impact to your business and quickly return you and your team's focus to your patients' outcomes.

Harbor Digital is based out of Brunswick and Rockport, Maine. 207-236-9097 www.harbordigitalsystems.com support@harbordigitalsystems.com

### Lexicomp Lexicomp<sup>®</sup>

The Maine Dental Association and Wolters Kluwer, a leading provider of drug information references, have partnered to provide MDA members with a special offer on Lexicomp® Online for Dentistry, mobile apps, and books.

MDA members will now have access to Lexicomp's online drug information reference and medication safety information at a special rate. With Lexicomp mobile apps, MDA members will gain access to drug and clinical information. Through Lexicomp Drug Information for Dentistry Online, MDA members will benefit from dental pharmacology information, drug interaction screening, and alerts.

Plus, you can take advantage of a discount on Lexicomp dental books. Order today and SAVE 20%. Pay for two years and get your third year free!

Go to the Preferred Business Partner page of www. medental.org for a link to receive these special MDA member rates! You will need your ADA number and password.

## Patterson Dental



Patterson Dental partners with dental practices of all sizes to help oral health professionals practice extraordinary dentistry. Patterson's history of serving dental professionals dates back to our company's founding in 1877. Since then, Patterson has grown to meet the needs of private practices and large group dental networks through more than 70 branch offices in the United States and Canada. As one of North America's largest providers of dental products and solutions, Patterson Dental offers more than 100,000 products and a wide range of innovative equipment, software, technology solutions and services. The high demand for dentistry and rapidly advancing technology are the hallmarks of growth in the dental segment.

Patterson Dental - 202 Gannett Drive - So. Portland, ME 04106 - 1-800-639-1801 – www. pattersondental.com

#### Solmetex



Solmetex has been in the amalgam separation business for the past 25 years, committed to helping dental practices achieve Best Management Practices (BMP's), while complying with ever-changing federal, state and local environmental regulations. Solmetex is proud to offer the "Total Solution" for all dental practice amalgam waste disposal needs. featuring their award winning, ISO 11143 certified Hg5 Series of Amalgam Separators to capture wet amalgam waste, complemented by their Practice Waste Solutions line of products for environmentally friendly recycling of dry amalgam waste, lead, biohazard, and sharps disposal. Most recently, they have launched our own vacuum line cleaner for use with the NXT Hg5 Amalgam Separator. Practices can trust Solmetex to provide the 'Complete Solution' for proper handling and recycling of dental amalgam waste.

Customer Care: 800-216-5505

sales@solmetex.com Fax: 508-393-1795

### The Thomas Agency



Since 1927, The Thomas Agency has provided third party debt collection services to creditors in the state of Maine to assist them in the recovery of their past due accounts receivable.

The Thomas Agency offers discounted rates to all Maine Dental Association members for its services.

For additional information, please feel free to contact The Thomas Agency, as they would love to have the opportunity to work on your past due receivables and turn those receivables into cash.

Go to www.thethomasagencyinc.com or contact Jon King at jking@thethomasagencyinc.com or (207) 772-4659.

### **USI Insurance Services/PPP**



USI Insurance Services is the agent who brings the Professional Protector Plan for Dentists to the Maine Dental Association, and provides insurance in the form of professional liability (malpractice), general liability, property, employment liability, cyber liability, plus many other coverages all designed specifically for the dental practice, with most coverages being combined into one package policy. USI is one of the largest insurance brokerage and consulting firms in the world, connecting over 6,000 industry-leading professionals to serve clients' needs. The Professional Protector Plan for Dentists was created by the Brown & Brown Professional Programs Division in Tampa, Florida through the collaboration of malpractice insurance experts and dental professionals. The PPP currently insures 30.000 dentists.

MDA members receive a 5% discount on their professional liability insurance. Dentists purchasing practices for the first time, new graduates, and dentists who work part time receive special discounts.

Contact: Kathy Sukley - 207-239-3662 Kathleen.Sukley@usi.com

> Go to the Preferred Business Partner page of www.medental.org

### Classifieds

#### INTRAORAL X-RAY SENSOR REPAIR/SALES

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#### PRACTICES FOR SALE

Since 1981 – Jim Kasper Associates LLC – Specializing in appraisals and sales of dental practices throughout the Northeast. Current offerings include Bangor area and Down East. Attention solo practice owners - we have several qualified purchasers looking to acquire their first practice. Contact us to learn more. All inquiries confidential. Visit us at Yankee 2020. Our Maine representative is Dr. Tony Bates – (207) 975-1942. Visit our website at www.jimkasper.com; email info@jimkasper.com.

#### **ASSOCIATE DENTIST - NEW HAMPSHIRE**

Busy dental practice in Lebanon, NH is seeking to hire a full-time associate dentist. We offer a generous compensation package, with benefits including dental/health/malpractice insurance, vacation pay, continuing education, and 401(k). Relocation expenses considered for the right candidate. Earn a great income practicing dentistry in a beautiful area of the Upper Valley, while working in a pleasant environment with a fun, friendly, and experienced staff. Please email your resume and letter of interest to DentalCareNH@gmail.com.

#### HEALTH CENTER DENTIST

Bingham Area Health Center in Bingham, Maine, seeks general dentist. The practice is equipped with digital radiography, chairside computer charting, and intra-oral imaging, and is located within a health center established in 1975. Receive competitive compensation, malpractice coverage, pension plan with employer match, and loan repayment options. Communications@ HealthReach.org | www.BinghamCHC.org.

#### DENTAL EQUIPMENT FOR SALE

Dental equipment for sale - 9 years old, purchased new from Patterson Dental

#### Complete Chair Delivery

A-dec 311 dental chair, A-dec 334 traditional delivery system: Flexarm counter balance with tray, air syringe, water syringe with heater, 2 four-hole air tubing handpieces, A-dec 352 telescoping arm, A-dec 371 dental light, self-contained water system, vacuum tubing. Price paid \$16,066; asking \$7,230.

#### Compressor

Air Techniques AS10 AirStar 10 oil free. Price paid \$4,550; asking \$2,048.

#### Dry Vacuum System

Air Techniques 54900 STS-3, STS pump, 4-gallon CAS. Price paid \$6,630; asking \$2,984.

What's your best offer? Email pollobicho@yahoo. com or call 650-8976.

#### ENDODONTIST SEEKING POSITION 1-2 DAYS PER WEEK

Endodontist with 22+ years of experience in private practice and faculty appointments held at Tufts and BU Dental Schools is seeking position in a general or multi-specialty dental practice in Southern Maine for 1 -2 days per week. My main focus is always on quality of care and incredible patient experiences. If interested, please correspond to myownendodontist@gmail.com.

#### SEARCHING FOR ASSOCIATE - NH

Our established practice in Dover, NH, is searching for an associate dentist to join our dental family. They should be an individual who focuses on patients, is compassionate, and is a team player with an outgoing personality and strong communication skills. We pride ourselves in satisfying patient needs, providing high quality general and specialty dental services while offering patient comfort that is second to none. We look forward to bringing on a warm and friendly associate who will be replacing our longtime associate, as she will be relocating. We have a patient base and full schedule to accommodate your production and growth. We encourage you to inquire about this position if you possess the characteristics as described above.

- Mix of fee for service and PPO
- Great technology such as digital x-ray, CBCT, and Cerec
- Modern office
- Fully booked schedule
- · Highly skilled team in place, systems-oriented
- Base to start, then % of collections
- Benefits offered

Please send your resume, letter of intent, and professional references to mcconathydds@ comcast.net.

#### HEALTH CENTER DENTIST - PER DIEM/INTERIM

Bingham Area Health Center in Bingham, Maine, seeks per diem dentist for an interim period during a permanent placement search. The practice is equipped with digital radiography, chairside computer charting, and intra-oral imaging, and is located within a health center established in 1975. Receive competitive compensation and malpractice coverage. Communications@ HealthReach.org | www.BinghamCHC.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; (207) 796-5503; scrfhc.cal@hotmail.com

#### TMJ DIAGNOSIS & TREATMENT WITH AN ORTHOPEDIC APPROACH

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- 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

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#### NH SEACOAST GENERAL DENTAL PRACTICE

Well-established general and family practice in outstanding community. Free-standing building with six operatories and ample parking. Opportunity to expand your business. Take your practice to the next level. Includes Colonial building and practice. Great opportunity for firsttime buyer. Contact: Fred Attalla- Broker, Points East Properties, One NH Avenue, Suite 125, Portsmouth, NH 03801; Office. 603-430-1003 x 183 or Cell: 603-770-4079; Email: Attalla@ comcast.net.

#### ASSOCIATE DENTIST

Associate dentist wanted to help with a growing dental practice in Midcoast Maine. Must have a minimum of one year experience, or completed an accredited GPR program. If you enjoy the outdoors and working in a fun, relaxed environment, this may be your opportunity. Please send resume to info@penobscotbaydentistry.com.

#### ASSOCIATE DENTIST OPPORTUNITY

Opportunity for motivated, quality-driven, compassionate dentist for full or part-time associate position. Potential for future buy in for the right candidate. Experience preferred but not required. If you're interested in this long-term career opportunity, please send your CV to info@ patriotdentalme.com or brianboyntondmd@ gmail.com.

#### DENTAL CAREER OPPORTUNITY

Join the cornerstone of oral health in Maine! Establish your dental career in Vacationland, in Community Dental's Rumford and Farmington offices. Improve the community in a thriving town. Teaching opportunities through Tufts/ Maine Medical Center AEGD residency program; Ioan-repayment potential. Email jcoyle@ communitydentalme.org.

#### GENERAL DENTISTS

The Caring Hands of Maine Dental Program in Ellsworth, Maine, is recruiting general dentists to join our non-profit organization. We have facilities in Ellsworth and Mount Desert Island, and operate an active mobile program in Hancock, Washington, and Aroostook counties. Full-time and part-time hours are available immediately. We are an externship site for four universities, and qualified applicants must be communityminded and enjoy teaching. We are a FAME Ioan repayment site. For more information, contact Dr. Timothy Oh at TOh@caringhandsofmaine.org.

### National Children's Dental Health Month's Focus For 2020 - Fluoridation

#### FROM ADA NEWS

2020 will mark the 75th anniversary of community water fluoridation, and the ADA is helping dentists celebrate the occasion as National Children's Dental Health Month approaches.

In honor of the program, the slogan for the 2020 National Children's Dental Health Month is "Fluoride in water prevents cavities! Get it from the tap!"

Brought to the public by the ADA, National Children's Dental Health Month is held every February as a month-long national health observance that brings together thousands of dedicated professionals, health care providers and educators to promote the benefits of good oral health to children, their caregivers, teachers, and many others.

"National Children's Dental Health Month has a special meaning now that I am a grandmother," said Dr. Bonita D. Neighbors, a former member of the ADA Council on Dental Practice who also served on the National Fluoridation Advisory Committee. "Drinking fluoridated tap water supports my granddaughter's health through proper hydration and by preventing cavities. As a profession, let's celebrate with our patients and our community one of the top 10 public health achievements of the 20th century, community water fluoridation. As dentists, we know the important role of pediatric oral health on systemic health and disease prevention."

Free posters — with English on the front, Spanish on the back — about the observance are available to order on the National Children's Dental Health Month website, ADA.org/ncdhm. They can also be downloaded and printed in poster and flyer size.

Other NCDHM materials on the website include:

• A 2020 National Children's Dental Health Month program planning guide, which offers resources that promote the benefits of good oral health to children. The guide includes easy-to-do activities, program planning timetable tips, a sample National Children's Dental Health Month proclamation and more.

• Publicity resources, including a create-your-own press release, radio broadcasting tips and sample newspaper articles.

• Free activity sheets for kids, including crosswords, coloring sheets, calendars and maze sheets in both English and Spanish.



In 1945, Grand Rapids, Michigan, became the first city in the world to fluoridate its drinking water. The ADA remains committed to fluoridation of public water supplies as the single most effective public health measure to help prevent tooth decay. More than 70 years of scientific research has consistently shown that an optimal level of fluoride in community water is safe and effective and prevents tooth decay by at least 25 percent in both children and adults. The Centers for **Disease Control and Prevention named** community water fluoridation one of 10 great public health achievements of the 20th century.

### Classifieds

#### **VOLUNTEERS NEEDED**

Phone 207-622-7900

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 or contact Dr. Rick Elsaesser at rselsaesser@ gmail.com.

Fax

#### ORAL SURGEON, ENDODONTIST, PERIODONTIST, ANESTHESIOLOGISTS

Acadia Advanced Dentistry is a specialty clinic opening in 2019. It is affiliated with Caring Hands of Maine, and located in Ellsworth. We are seeking specialists in the above categories who would be interested in working in Hancock County on a full-time, part-time, or rotating basis. Teaching/faculty opportunities and potential loan repayment available. This is a high-need area, with an opportunity to create a satellite practice with no capital investment! For more information, contact Dr. Timothy Oh at TOh@caringhandsofmaine.org. 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!

You can also find classified ads at www.medental.org

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