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MDA NEWS

MAINE DENTAL ASSOCIATION

Summer 2019 | Volume 5 | Number 4

What's Inside?



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MDA Visits Bar Harbor To Hold "CE By The Sea"

The Maine Dental Association held its 2019 convention, "CE By The Sea," at the Harborside Hotel, Spa, and Marina on Friday, May 31 and Saturday, June 1.

Dr. Hal Crossley, representatives from Jameson Consulting, and attorney Adam Minsky all spoke at this year's event. Dr. Crossley's presentation was "Opioid Abuse, Appropriate Opioid Prescribing, Alcohol, and Marijuana, and Their Impact On You, Your Family, and Your Dental Practice." Jameson Consulting representatives spoke about "How to Rock Your Practice Marketing on a Budget," "Overcoming 'I'll Think About It'," and "The Cancellation Solution," and Minsky led a dental student/new member lunch and learn titled

(continued on page 5)

2019 Legislative Report: MDA Priority Bills, Outcomes



MAINE DENTAL ASSOCIATION



The first regular session of the 129th Maine Legislature adjourned at 6:30 am on Thursday, June 20, following a marathon 20-plus hour last day of the legislative session. While the biennial budget passed with little fanfare, and was signed by the Governor on June 17, the final hours of the session hit a few bumps, with Senate Republicans initially refusing to vote (two-thirds majority required) to extend the session to allow the Legislature to complete its work. Ultimately, cooler heads prevailed.

and Financial Affairs Committee votes on funding were carried over to the next session (Joint Order 1322), including an MDA Priority bill, LD 373 - *An Act to Provide MaineCare Coverage for Dental Services to Adults with Intellectual Disabilities or Autism Spectrum Disorder*.

There will likely be a special session to deal with bond packages, along with some carryover legislation addressed in Joint Order 1322, later in the summer.

Many of the bills awaiting Appropriations

(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: Summertime Is Here

By Angela Cole Westhoff, MDA Executive Director



Hello and welcome summer!

Summer in Maine is such a glorious time ... whether you're enjoying a hike or a paddle, a picnic or a pops concert, there is so much to appreciate about our great state. I hope you all have a chance to relax and soak up the sun and make some memories this summer!

The MDA Annual Convention was held this spring on May 31- June 1 at the Harborside Hotel, Marina, and Spa in Bar Harbor. With over 300 attendees and a sold-out exhibit hall, the convention was a great success! Speakers included Dr. Hal Crossley and three expert consultants from Jameson Marketing and Management who spoke on a broad range of practice management topics. Convention evaluations have been very positive, and we look forward to welcoming you all back to the Samoset Resort for the 2020 Annual Convention on May 28-30, 2020.

In this issue of the MDA News, you will find the MDA 2019 Legislative Report. This report summarizes our work at the

State House during the first regular session of the 129th Maine Legislature. With the help of the MDA Committee on Government Relations and member dentists who

With the help of the Committee on Government Relations and member dentists who contacted legislators, offered expert opinions, wrote testimony, and visited the State House, we achieved some important victories for dentistry in Maine.

contacted legislators, offered expert opinions, wrote testimony, and visited the State House, we achieved some important victories for dentistry in Maine. Thank you to all who participated!

The MDA was proud to partner with other oral health partners and advocacy groups to try and expand access to care. While the session was long and, at times, challenging, we are for the most part satisfied with the outcome. We are particularly pleased with MDA efforts

over the course of the last year to forge new alliances and partnerships, which may well prove to be the building blocks to achieving optimal oral health in our state.

The MDA will continue its advocacy efforts, and we invite members to get involved in our Committee on Government Relations. For more information, contact the MDA office at 207-622-7900.

MDA Raffle Raises Funds For Special Olympics



The MDA held a raffle at its Annual Convention, with the proceeds going to Special Olympics Maine. Nearly \$1,100 was raised.

The prizes of a paddle board and Red Sox tickets were generously donated by Androscoggin Bank.

MDA Executive Director Angela Westhoff, along with Deborah Avasthi of Androscoggin Bank, presented a check in the amount of \$1,098 to Phil Geelhoed, president/CEO of Special Olympics Maine, at Special Olympics Maine's office in South Portland.

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News from the President's Corner

Brad Rand, DDS



“I don't think the MDA does much”

The Problem

“I don't think the MDA does much” is something I've heard a few times recently from dentists, one of whom is no longer a member of our Association. I was curious why they felt that way, because that had not been my experience. I asked them what they felt the MDA could do that it was not currently doing. Collectively, they felt that the MDA fell short in three categories:

- Continuing Education
- Government Relations/Advocacy
- Member Benefits/Savings

The Insight

My interaction with these dentists made me think. These were well-intentioned dentists that are just as passionate about dentistry as I am. They run successful practices like I try to. Some of them have been in practice longer, have more experience than I do, and have been members of our Association for more years than I have. Yet, we see the Association through completely different lenses.

In future newsletters, I'd like to address those three areas of impact (continuing education, advocacy, and member benefits) and how the MDA is actively engaged in each. The fact that I disagree with their sentiments isn't the point of this article.

What I hear them saying is “am I getting value out of my membership?”

The Solution

The two words “information” and “communication” are often used interchangeably, but they signify quite different things. Information is giving out; communication is getting through. ~ Sydney J. Harris

I've found that most of the time when a problem develops, you can trace that problem back to a breakdown in communication. Whether that's in our

personal relationships, with our staff, our patients, or in our association - relationships suffer when communication falters.

In the communication sense then, the MDA failed those dentists. Maybe it's failing you in some ways.

I truly believe the *information* they were looking for was available and adequate. Maybe it was on a website they found difficult to navigate. Perhaps it was buried in a newsletter they didn't make it through. Whatever the reason, we didn't *communicate* so that they could find the resources that were valuable to them.

I'd like your help

I hope to improve how we communicate what the Association has to offer you and to allow you to communicate what you have to offer the Association.

Hopefully you received the email from me about recent developments between the ADA and SmileDirectClub, and what that means for Maine. That was my attempt at communicating with you what we are working on, even though we haven't yet reached a resolution. I hope to be able to communicate more of that type of information through to you.

What ideas do you have for me that would improve my ability to communicate with you? You can reach me at brad.rand@gmail.com or (207) 949-0929. I want to hear your advice, and I'll probably ask for your help, as well.

I am committed to our Association. Dentistry isn't just a job to me, it's a big part of who I am. As I've met many of you, I realize I'm not alone in that sentiment. We value our profession, and we are protective of our loyal patients and staff.

My goal this year is to find ways to better connect you to an association that I believe will help improve the profession in which you have so much invested.

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.

News from the First District Trustee's Corner

Judith Fisch, DDS



A few years ago, the ADA board began researching options and ideas for a new business model in an effort to plan ahead to secure the well-being of the Association for the future. After two years of research, two opportunities were identified to provide real and tangible benefits to dentists:

- Build a relationship between established dentists and new dentists
- Boost a dentist's career

The Board of Trustees approved funding to move forward with the design of the program, and to implement a pilot project. The two main elements of the pilot are:

- An online platform that facilitates connections between new and established dentists to aid important transitions
- Purchase up to two dental practices in order to place new dentists in these practices with the express intention of selling the practice to those dentists after a target period of time

A for-profit subsidiary and governance team were formed, and then the name, logo and trademark were developed. The resulting product is **ADAPT (ADA Practice Transitions)**, an intricate software platform that is unlike any other platform, in that a mentoring aspect of the service will work with both parties involved and guide the relationship from start to finish, ensuring the best possible outcomes for both.

The pilot phase of this project was launched in May 2019, and is fully available in the states of Wisconsin and Maine. So far, the platform is functioning as expected and has been well received. New features to the platform will be driven by feedback from customers in the pilot states.

The feedback received so far has been very positive, for example:

"This is the best thing to come out of the ADA in years."
"The release of this service was fate – I had worked with other companies and nothing seemed worth buying."
"I really liked the platform – it made me think about what was important."

In the pilot states, the software match platform is the element that is currently active. The governance team for ADAPT made the decision recently to focus on the

match, and hold off on purchasing any practices for the time being.

The first "matches" between a prospective associate/buyer and a dentist looking for this person were to be offered in June 2019. The pilot is scheduled to run through the first quarter of 2020, and, at that time, the board will decide whether to continue to scale the project to other states. If it is considered successful, the project will be released in five to eight additional states in 2020, and will only expand in states that welcome and support the service. Regardless of the decision to continue the project or not, any dentists whose "matches" are in process will continue to be supported through their transitions.

We realize that some dentists are concerned about the confidentiality of their personal information on the platform. Rest assured that a dentist's information will not be shared with anyone without their consent. When initial matches are presented, the information that is shared at that time is about philosophy of care, not personal information. Only with mutual consent is personal information shared to facilitate a meeting. The ADA Business Innovation Group Board (a new ADA subsidiary in which ADAPT resides) is fully staffed and working diligently with regular updates to the Board of Trustees. At this point in the project timeline, every phase has been delivered on time and within the allocated budget, which is a great sign!

This member benefit is a much more detailed and specific process to match prospective parties. Information on one's philosophy of care, lifestyle, clinical care preferences, and a personality assessment are a few of the categories of information collected from each party, with the intent to make a successful match. The cost of this service will be approximately half the cost a commercial broker would charge. The rate for members will be less than non-members. Given the detail of this process, there is a higher chance of a successful match than with the traditional process of finding an associate or buyer.

I suggest you visit the website for this new program, www.adapricettransitions.com, and view all of the information provided.

This is an exciting endeavor for our Association, and the long-term goal is to help dentists avoid closing their practice without a replacement, and to assist the new dentist with finding a secure and successful match.

Convention

(From page 1)

“Managing Student Loans in a Changing Landscape.”

More than 40 exhibitors were on hand for attendees to visit, and several raffle prizes were given away.

MDA Past President Dr. Charles Cushing was presented a pocket watch recognizing his 62 years of membership.

There was also the president’s awards dinner Saturday night, where Dr. David Kerr was recognized with the President’s Award for his contributions to the profession.

“It is an honor to work with so many fine colleagues, helping improve the oral health of Maine,” Dr. Kerr said.

Dr. Dean Tourigny and Dr. Jonathan Shenkin also were recognized, as their names were added to the MDA Honor Wall, which recognizes “those who have given extraordinary service to the Maine Dental Association.”



Dr. Richard Huot, first vice president of the ADA and an MDA past president (far right), swore in (from left) MDA Secretary Dr. Dean Tourigny, President-Elect Dr. David Kerr, and President Dr. Brad Rand at the MDA Convention. Not pictured: Vice President Dr. Heather Keeling and Treasurer Dr. Chris Murphy.

More 2019 MDA Convention pictures at www.medental.org

“I was surprised, honored, and humbled to be included on the wall. I thank all my colleagues at the MDA, past and present, for their inspiration, dedication, and friendship,” Dr. Tourigny said.

“Representing the interests of our patients, communities, and the profession is one of the greatest opportunities I have had as a dentist,” Dr. Shenkin said.

Dr. Kathryn Horutz was also recognized and thanked for her tenure as Maine Dental Association Executive Board president.

A new slate of MDA Executive Board officers was voted in: Dr. Brad Rand, President; Dr. David Kerr, President-Elect; Dr. Heather Keeling, Vice President; Dr. Dean Tourigny, Secretary; and Dr. Chris Murphy, Treasurer.

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Legislative

(From page 1)

MDA Advocacy Highlights:

The MDA monitored or was actively engaged with approximately 40 pieces of legislation this session. MDA priority bills and outcomes are highlighted below.

Dental Licensure/ Fees:



LD 1303, An Act to Establish the Maine Board of Dental Hygiene – bill was withdrawn.

LD 688, An Act to Set Maine Dental Provider Licensing Fees – The bill was amended and clarifies the maximum licensing fees for dental providers. The maximum fee for an initial license or a license renewal for a dentist and a sedation permit is \$1,000, and the maximum for an initial license or license renewal for a dental hygienist is \$200; otherwise the maximum fee is \$550 for any one purpose under the current law. **Enacted May 8, 2019. Governor's Action: Signed May 8, 2019.**

Access to Care:



LD 1399, An Act to Improve Oral Health and Access to Dental Care for Maine Children – the bill was amended by the Appropriations and

Financial Affairs Committee, eliminating all positions except the EPSDT Dental Coordinator. With the Legislature having adjourned sine die (indefinitely) on June 20, Gov. Janet Mills is holding onto some bills, including LD 1399, for further review until the start of the next legislative session, at which time she will have three days to act on it.

LD 1453, An Act to Improve Dental Health for Maine Children and Adults with Low Incomes – **the bill was amended, including a title change - Resolve, To Establish a Stakeholder Group To Develop an Adult Dental Benefit under MaineCare.** The amendment replaces the bill with a resolve. The amendment requires DHHS to convene a stakeholder group to develop a plan for an adult dental benefit under MaineCare. The plan must be submitted to the Joint Standing Committee on Health and Human Services no later than January 1,

2020. The amendment further provides authority to the Health and Human Services Committee to report out a bill in the second regular session on the 129th Legislature. The governor is holding onto to LD 1453, for further review until the start of the next Legislative session, at which time Gov. Mills will have three days to act on it.

LD 230, An Act to Improve Access to Preventive, Cost-saving Dental Services – this was the adult dental managed care carve-out bill. **Pursuant to Joint Rule 310.3 Placed in Legislative Files (DEAD).**

LD 373, An Act to Provide MaineCare Coverage for Dental Services to Adults with Intellectual Disabilities or Autism Spectrum Disorder – **Carry Over Approved Joint Order 1322.**

Dental Workforce:



LD 1441, An Act to Align the Laws Governing Dental Therapy with Standards Established by the American Dental Association Commission

on Dental Accreditation – The bill was amended and the new language (1) changes dental hygiene therapist to dental therapist; (2) clarifies educational requirements to be a master's degree in dental therapy from a CODA-accredited program or a master's degree from a program that the Board of Dental Practice approves; (3) dental therapist must complete 2,000 hours of supervised clinical practice; (4) dental therapists must maintain advanced cardiac life support certification; (5) direct supervision requirement for dental therapist remains; (6) practice setting limitations were removed (strikes language about practicing in public health clinics, FQHCs, practices with 50% or more MaineCare, etc.); (7) The Board of Dental Practice will convene interested parties to review the Maine Revised Statutes, Title 32, Chapter 143, and any rules to make recommended changes to the statutory definitions of "supervision" and recommend a definition of "teledentistry" for the

purpose of aligning current supervision practices and reflecting advancements in technology. The Board of Dental Practice shall submit its report and recommendations to the Joint Standing Committee on Health Coverage, Insurance and Financial Services no later than February 1, 2020. This committee may report out a bill to the second regular session of the 129th Legislature based on the board's recommendations. **Enacted June 19, 2019. Governor's Action: Signed June 19, 2019.**

Reimbursement/ Dental Services:



LD 1259, Resolve Directing the Department of Health and Human Services to Adopt Rules to Streamline and

Remove Barriers for Reimbursement for Providers of Dental Care Services – This bill would have required MaineCare to amend rules regarding reimbursement to dental hygienists or independent dental hygienists, including dental hygiene diagnosis with reimbursement; tobacco counseling; periodontal scaling and root planning without prior authorization, including fee; and interim caries arresting medicament application. The bill would have also removed requirements regarding written agreements with a licensed MaineCare dentist for referrals of MaineCare members with temporary fillings, and eliminated the requirement that a licensed dentist be available to interpret all dental radiographs within 21 days and sign review/ findings form. **The HHS Committee voted unanimously ONTP on this bill. May 7, 2019 – Pursuant to Joint Rule 310.3 Placed in Legislative Files (DEAD).**

(continued on page 7)

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

Legislative

(From page 6)

LD 1161, An Act to Restrict the Use of Mercury in Dental Fillings in State-funded Procedures – As originally drafted, this bill prohibited the use of mercury amalgam fillings as part of a procedure covered by any dental care program funded or partially funded by the state; this would have included the MaineCare program (Medicaid) and the state employee dental plan. At the public hearing, the bill sponsor offered an amendment which limited the scope to MaineCare patients, and further did not ban amalgam, but instead required that the dentist obtain a signed consent form, which must be submitted to MaineCare with the claim in order to be reimbursed for services. Proponents’ arguments centered around claims that dentists used amalgam only on poor children and children of color. Interestingly, information provided to the MDA by MaineCare showed just 3.7 percent of all fillings paid for in 2017 were amalgam. The bill died in non-concurrence between bodies. **June 7, 2019 – The House INSISTED on ACCEPTANCE of the Majority Ought Not**

to Pass Report. Placed in Legislative Files (DEAD).

Dental Education Loan Program:



LD 681, An Act to Amend the Maine Dental Education Loan Program – This bill increases the annual loan repayment amount

from \$20,000 to \$25,000 annually; the bill further clarifies “underserved population area” to mean an area in the state that is a dental health professional shortage area or medically underserved area, or that contains a medically underserved population as defined by the federal Department of Health and Human Services, Health Resources and Services Administration. **Governor Action: Signed by the Governor, Chapter 102 Public Law, May 14, 2019.**

A special thank you to MDA’s Council on Government Relations and dentists from across the state who provided guidance and testimony on legislation important to MDA members!

Note: Icons made by partners at www.flaticon.com

MDA Applauds UNE Graduates at Events



The MDA was in attendance as UNE College of Dental Medicine students graduated in May. Executive Board Immediate Past President Dr. Kathryn Horutz handed out gifts to the graduates. The MDA, in partnership with UNE, also held a Signing Day event for 2019 grads.



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MDA Offers Continuing Education Courses at New Venue - Register Now

The Maine Dental Association will be holding its continuing education courses this fall and next spring at a **new location - Maple Hill Farm Inn and Conference Center in Hallowell.**

Package Plans for dentists, hygienists/assistants/staff members, and allied dental team members will be available, and you can also sign up for courses individually.

The following is a schedule of upcoming MDA continuing education courses.

Upcoming MDA CE Courses

September 20, 2019

Getting To 'YES' ... Then What?

Dr. Kevin Muench
(Maple Hill Farm)

October 11, 2019

*All TMJ Patients are NUTS, Right?/
Obstructive Sleep Apnea*

Dr. Jamison Spencer
(Maple Hill Farm)

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 Clinical Dentistry/Update on Oral
Health Products*

Karen Baker
(Maple Hill Farm)

March 13, 2020

*Elevating Your Everyday Restorative
Practice*

Dr. Marcos Vargas
(Maple Hill Farm)

April 10, 2020

*Oral Ulcers, Erosions and Red Lesions:
Differential Diagnosis and Treatment/
The Cancer Patient in Your Practice/
Oral White Lesions: Diagnosis and
Management in the 21st Century*

Dr. Sook-Bin Woo
(Maple Hill Farm)

Be sure to save the dates!

**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, along
with more information.**

May 28-30, 2020

MDA 2020 Annual Convention
Samoset Resort, Rockport
Speakers will be Dr. Tieraona Low Dog
and Dr. John Svirsky

Be sure to save the dates!

Online registration is available by
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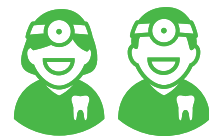
Dental benefits, like treatment plans, are most effective when they are personalized and linked to evidence-based benefits and care.



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

Dental Lifeline Network - Maine Surpasses \$5 Million Mark in Treatment

Volunteers in Dental Lifeline Network (DLN) - Maine's Donated Dental Services (DDS) program exceeded \$5 million in comprehensive dental treatment today. Thanks to the generosity of volunteer dentists and laboratories, people with disabilities or who are elderly or medically fragile were able to receive dental care they needed but could not afford.

Dental Lifeline Network - Maine was founded in 1999 in conjunction with the Maine Dental Association, and receives financial support from the Maine Center for Disease Control and the Dancing with the Dentists event.

"I am so proud of the wonderful dedication of all of the DDS volunteer dentists," said Dr. Dean Tourigny, chair of Dental Lifeline Network - Maine, secretary of the Maine Dental Association Executive Board, and an active DDS volunteer.

Since the program launched, more than

Since the program launched, more than 277 volunteer dentists and 110 dental laboratories have volunteered their time and resources to serve 1,444 people in Maine.

277 volunteer dentists and 110 dental laboratories have volunteered their time and resources to serve 1,444 people in Maine.

A DDS volunteer dentist sees patients in their own office, on their own schedule, and determines their own treatment plans. The DDS coordinator serves as a liaison between the dentist's staff and the patient, ensures that the patient arranges for assistance from specialists and laboratories, and handles all paperwork. To volunteer for Maine DDS, visit www.DentalLifeline.org/Maine or contact Carol Rioux, Maine DDS coordinator, at (207) 620-8276.

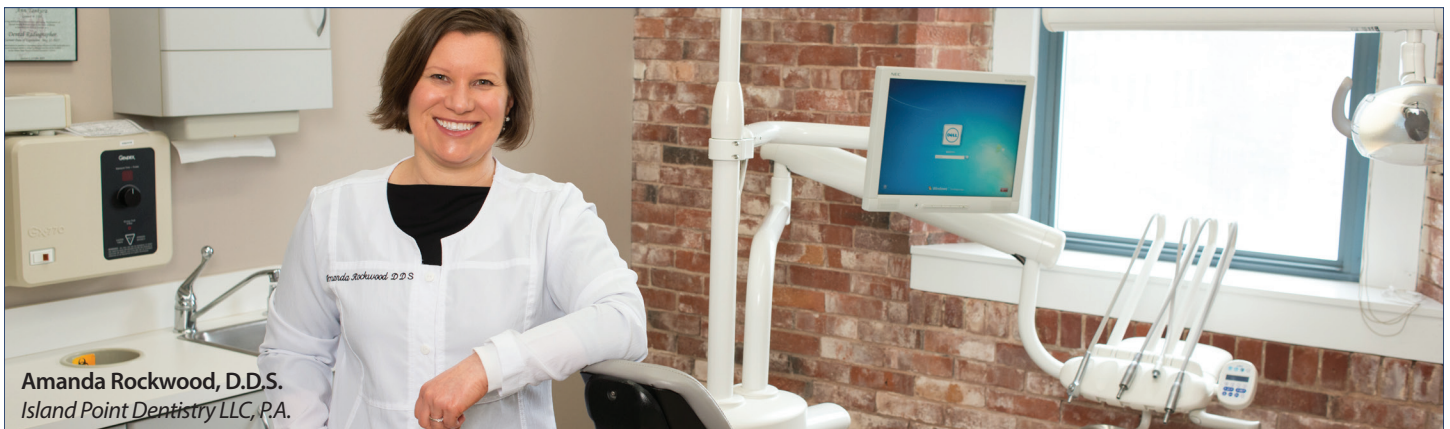
Dental Lifeline Network volunteers in all



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50 states and the District of Columbia have provided over \$392 million in dental treatment to more than 123,000 people since the start of the first program in Colorado 34 years ago.



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4 Options For Expanding Your Practice: Choose What Fits Your Needs

By Suzanne Ebert, DMD

VP Dental Practice & Relationship Management, ADA Practice Transitions



Your practice is growing. Maybe you want to work fewer hours, or maybe you are thinking about retirement. No matter your reasons, you have decided it is time to bring in another dentist.

Before you start interviewing associates or potential buyers, consider what type of dentist – and arrangement – might be right for your practice, your patients, and your own goals.

Which option fits your needs?

Patients, on-call coverage, liability, costs, decisions, expertise – practice owners can share many things. Your risk tolerance can drive your ideal practice scenario.

Associateship: If you bring in an associate, you remain in charge of the practice. You are responsible for everything, including the associate's salary, benefits, schedule, and treatment decisions.

Independent contractor: An independent contractor can function as an associate, but they act as the owner of their own business and make their own treatment decisions, without your guidance. They are responsible for their own salary, benefits, schedule, supply costs, and risk – but you, as the owner, assign their patients. An independent

contractor can help you use your full office space without incurring any additional liability.

Solo group: Two practices operate independently in the same space in a solo group scenario. That means that you share the facility and common expenses, but not the risk or liability. You may opt to share new patients who come without a referral, and you can potentially consult with each other. A solo group practice is ideal for someone who wants to remain in charge of their practice, but share some costs.

Partnership: A partner shares ownership of both the practice and patients. The ownership ratio can vary, and it may change over time, if you enter into a buy-out agreement. Partners make decisions jointly and share patients and hours, which can give you flexibility. However, partners also share liability – if a claim is made against the practice, both doctors can be held liable.

What does your ideal work environment look like?

Do you prefer an independent or collaborative approach? Do you like a bustling office or a quieter practice? If you want someone to consult with, make sure you bring in a dentist who is also interested in this approach. However,

if you prefer to practice relatively independently, you might want to bring in a dentist who will work days/times when you are out of the office. Make these preferences clear to incoming dentists as you are interviewing them, so there are no surprises.

Over your career, you have developed preferences and habits that suit your personality and motivate you to do your best work. Now is the time to think about these preferences and use them to choose your next colleague.

In the course of your work, do you tend to refer out certain procedures that you would prefer to bring in-house? Hiring a dentist with a certain skill set can also provide the opportunity to expand your practice's offerings. Consider which procedures you typically refer out. Ask staff if patients (or potential patients) are asking for certain treatments.

Knowing what you want will guide your search for the best fit for your practice.

ADA Practice Transitions can help you navigate your entire transition. If you are unsure what you want, we can help you fully explore your options to identify the best path forward – and then we can match you with someone who shares your goals.

Find out how ADA Practice Transitions can help make your entire transition more successful at ADAPracticeTransitions.com.

MDA Allied Dental Team Membership, Courses

The MDA is adding hygienists, assistants, lab technicians, and dental office staff members to our evolving membership base as allied dental team members.

Among the benefits of becoming a MDA allied dental member are a quarterly lecture series, e-newsletter specifically for allied dental team members, quarterly printed newsletter, and continuing education course discounts. The annual fee to be an allied dental team member is \$50, with a membership cycle from January 1 to December 31.

2019 Allied Dental Team Courses

September 20 - Ergonomics/
Bloodborne Pathogens (9:00 am - noon)
November 15 - HIPAA/Data Security
(9:00 - 11:00 am)

The cost per course is \$30 for Allied Dental Team members, \$60 for non-Allied Dental Team members, and \$100 for MDA member dentists. All courses are at the MDA Office in Manchester. For more information, go to www.medental.org and click on ADT Membership, or call (207) 622-7900.

MDA Offering Upcoming CPR Training Course

The MDA is offering a CPR re-certification/training course on Friday, Oct. 18.

The training will take place at the MDA Office in Manchester. Attendance is limited, and the cost for each participant is \$100. The course will provide pediatric and adult CPR, first aid, and AED training.

For more information, or to register, go to www.medental.org, and click on ADT Membership, or call the MDA Office at (207) 622-7900.

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

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!

Taxes: tax expertise, planning, preparation, and bookkeeping for individuals, businesses/corporations, partnerships, and trusts and estates

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

Business Transitions: formulating creative

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.

Best Card offers a full suite of solutions, from stand-alone terminals to online systems with auto-posting into most popular dental software programs. Receive one deposit and one monthly statement for all of your activity for MasterCard/ Visa/Discover and American Express. Close your batch by 6pm EST for next-day funding.

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

New Members

In the News

www.medental.org

MDA CE 2019-2020 brochure - and ONLINE - coming soon!

Dr. Brittney Bell 6 E Chestnut St Ste 420 Augusta, ME 04330 O=207-623-3400	Dr. Nicole Cividanes 182 Wilson St Brewer, ME 04412 O=207-989-1952	Dr. Safwan Nano 13 Pleasant St Westbrook, ME 04092 O=207-856-6724	Dr. Kailee Williams 2 Evergreen Drive Oakland, ME 04963 O=207-861-5801
Dr. William Benson 716 Stevens Ave Portland, ME 04103 O=207-221-4632	Dr. Elle Donnelly 440 Narragansett Trail Buxton, ME 04093 O=207-929-3900	Dr. Ayla Nelson 15 Oak St Springvale, ME 04083 O=207-490-6900	
Dr. Audra Boynton 6 E Chestnut St Ste 420 Augusta, ME 04330 O=207-623-3400	Dr. Aaron Guimond 17 Thomaston Commons Thomaston, ME 04861 O=207-593-1379	Dr. Christopher Parent 70 Main St Porter, ME 04068 O=207-625-2267	
	Dr. Jessica Hines 440 Narragansett Trail Buxton, ME 04093 O=207-929-3900	Dr. Jacob Valley 62 Corporate Drive Bangor, ME 04401 O=207-947-7503	

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 design-build 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.

Harbor Digital



Computers *Servers* VoIP Telephone Systems*
Networking* Managed IT Support Services

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



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 risk free 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

The MDA office will be closed:
• **September 2**
(Labor Day)

Classifieds

GENERAL DENTIST

Augusta private group is seeking an associate dentist to join our well-established family practice. Digital x-rays and paperless office. Partnership potential with mutual interest. Recent graduates are welcome to apply. Email resume and/or questions to nr@roadrunner.com.

FULL-TIME ORTHODONTIST

Close to both Portland and Boothbay Harbor, Maine, Catholic Charities Maine Jessie Albert Dental and Orthodontic Center in Bath has a full-time, salaried opportunity for an orthodontist.

You will be responsible for diagnosis and treatment planning for the orthodontic patients in our center. You will have an experienced practice manager, a team of well-trained assistants, and front desk staff to handle all the paperwork and administration, and assist you in treating patients. In addition, you will have a senior orthodontist available to assist and supplement you, ensuring a successful transition.

We offer an outstanding benefit package which includes:

- Competitive national salary, with the benefit of a 4-day work week!
- Sign-on & annual bonus!
- Medical and dental insurance, short and long term disability, life insurance and 401k
- Robust time off and paid holidays
- Uniform allowance
- Malpractice insurance reimbursement
- DEA license reimbursement
- State license reimbursement
- Continuing education allowance

Candidates shall have a minimum of a Doctor of Dental Surgery (DDS) or Doctor of Dental Medicine (DMD). Must be a graduate of a certified orthodontic and dentofacial orthopedics program, having earned either a certification or master's degree in orthodontics and dentofacial orthopedics. The orthodontist shall be licensed to practice dentistry in the state of Maine. Resumes will be accepted until the position has been filled.

You may submit your cover letter and resume (indicating the position title) via our website (www.ccmaine.org) or email (hroffice@ccmaine.org), fax (207-523-2789), or mail to Human Resources Office, Catholic Charities Maine PO Box 10660, Portland, ME 04104.

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 community-minded and enjoy teaching. We are a FAME loan repayment site. For more information, contact Dr. Timothy Oh at TOh@caringhandsofmaine.org.

GENERAL DENTIST SOUGHT

Seeking a general dentist for thriving 3-hygienist, 6-op private practice, including learning opportunities with oral surgery, CEREC, dental implants, sleep dentistry, and hospital dentistry. State-of-the-art practice offering a very positive work environment with happy patients. Pay is salary, and includes 4 weeks of vacation, plus 10 paid holidays after 90 days.

Requirements/qualifications are state of Maine dental license, positive attitude, organizational skills, and motivation to learn. Competitive compensation, new grads welcome. No on-call, no evenings/weekends, 4 days/week.

Please submit resume or questions to karendelaneydds@yahoo.com.

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!

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: scrhfc.cal@hotmail.com

SEEKING GENERAL DENTIST

We are looking for a general dentist who is compassionate, honest, driven, and motivated to provide excellent dental care to our patients. All of our patients are fee-for-service or have PPO insurance. We are a state-of-the-art facility with new equipment, including digital intraoral scanner, hard/soft tissue lasers, 3-D conebeam, digital x-rays, in-house dental lab, and electric handpieces. Please send your resume to jobs@beautifulsmile.com.

VOLUNTEERS NEEDED

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

*Classified ads also
at www.medental.org*

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**

Mulvihill Receives Award From American Dental Education Association

MDA member Dr. James Mulvihill was recently honored by the ADEA at their annual Gies Awards. Dr. Mulvihill received the Gies Award for Achievement in Dental Education.

Dr. Mulvihill served as assistant dean at Harvard School of Dental Medicine, and held leadership positions at the State University of New York at Stony Brook and the University of Connecticut.

Dr. Mulvihill also served as president of Juvenile Diabetes Foundation International, and is past chairman of the Association of Academic Health Centers and National Fund for Medical Education.

Classifieds

ASSOCIATE DENTIST

Associate dentist wanted to help with a growing dental practice in Midcoast Maine. Must have a minimum 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 - 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.

LOOKING FOR ASSOCIATE

We are expanding our practice, and are looking for an associate interested in high quality, personalized care. Great opportunities for mentorship and continuing education. Call (207) 233-1393 or email davidpierdmd@gmail.com.

TEMPORARY, PART-TIME HYGIENIST

Casco Bay Dental, an independently owned office in Brunswick, is looking for a temporary, part-time dental hygienist. A positive attitude and commitment to delivering exceptional care are essential. Availability on Tuesdays and Wednesdays are a must. Anesthesia certification and Dentrix experience preferred. Please send resume to careers@cascobaydental.com.

FULL-TIME DENTAL ASSISTANT

Dr. Bob's Family Dentistry is looking for a full-time dental assistant to join our great team. Benefits include medical, dental, 401k plan, continuing education, and paid days off. Salary commensurate with experience. Please call us at (207) 344-1999 or send resume to drbob@drbobsfamilydentistry.com. Looking forward to meeting with you!

ASSOCIATE TO 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 is long-standing, 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. This is a full-time position with hours from 7 am to 5 pm four days per week.

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, or email info@jimkasper.com.

DENTAL HYGIENIST

Dental hygienist needed three or four days a week for a busy family practice. Self-motivated, reliable, and friendly. Must have an active Maine hygiene license. Experience with Dentrix, digital x-rays, and local anesthesia license is preferable. Please email cover letter/resume to officemanager@bdha.me.

DENTAL ASSISTANT

Dental assistant needed three days a week for our busy family practice. Self-motivated, reliable, and friendly. Must have an active radiology license. Experience with Dentrix and digital x-rays is preferable. Please email cover letter/resume to officemanager@bdha.me.

TMJ DIAGNOSIS & TREATMENT WITH AN ORTHOPEDIC APPROACH

- Diagnosis with thorough exams, in-house CBCT, mounted diagnostic casts, photographs & MRI when indicated, nerve blocks
- 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

PRACTICE FOR SALE

Franklin County - Very strong, restorative practice with consistent financial performance. Four modern treatment rooms in a standalone building. Practice has consistent revenues at \$850,000, with exceptional profit margins around 45%. For more details, contact Henry Schein Professional Practice Transition Sales Consultant Tyler Russell, 617-447-8760, Tyler.Russell@henryschein.com. #ME109

SEEKING DENTAL ASSISTANT

Our office continues to grow with new treatment rooms and more doctors! Are you cheerful, diligent, and caring? Would you like working in a cooperative family-friendly atmosphere? We have a beautiful modern office, wonderful patients, an enthusiastic team, and appreciative doctors all dedicated to quality care.

Dental experience preferred, but we're willing to train a team player with a positive attitude, strong work ethic, and a passion to serve others.

If interested, call the office at (207) 798-6700 or email resume to juliamoodie7@gmail.com.

Work environment: physical requirements include up to 50 percent of sitting, intermittent standing and walking. Candidate should have the ability to push, pull, bend, reach, and lift up to 20 pounds. We're an Equal Opportunity Employer and offer a competitive rewards package!

LOOKING FOR DENTAL HYGIENIST

Looking for RDH to join our fun, fast-paced dental office. Patient-centered practice, full-time position, and benefits offered. Easy commute from nearby areas. Call (207) 374-5538 or email traviscastleberrydmd@gmail.com.

The MDA News of the Maine Dental Association is published quarterly by the Central Office in Manchester, Maine, for circulation to members and friends of the Association. Opinions expressed by authors may not represent the official position of the MDA. Publication of an advertisement is not to be interpreted as an endorsement by the MDA unless specifically stated. The MDA News reserves the right to edit all communications. News, inquiries, or comments may be addressed to: MDA News, Maine Dental Association, PO Box 215, Manchester, ME 04351
Phone 207-622-7900 Fax 207-622-6210 E-mail info@medental.org



MAINE DENTAL
ASSOCIATION

THE MDA IS PLEASED TO ANNOUNCE WE WILL BE HOLDING CE COURSES AT A NEW VENUE IN 2019-2020!



MAPLE HILL FARM INN AND CONFERENCE CENTER, HALLOWELL

The Maine Dental Association is excited to be offering its 2019-2020 continuing education series at a new location - Maple Hill Farm Inn and Conference Center in Hallowell, as part of our effort to reinvigorate existing MDA programs and have new benefits available to our members. Maple Hill Farm Inn and Conference Center offers charming, state-of-the-art meeting facilities, with ample parking, in a setting that includes 130 acres of rolling hayfields and woods. There is free wireless high-speed internet available.

Maple Hill Farm Inn and Conference Center sits on land that was cleared and settled in the late 1700s. Renovations completed in 2001 honor its history, while bringing the property up to modern standards.

COME JOIN US FOR OUR 2019-2020 CE SERIES!