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MDA NEWS

MAINE DENTAL ASSOCIATION

Fall 2021 | Volume 8 | Number 1

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ALLIED DENTAL TEAM

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Upcoming Meeting For Vote On Change in Life Membership

To align the MDA's life membership category with a recent ADA bylaws change, the MDA will hold a special meeting of members to vote on adoption of removing the age requirement from MDA's life membership category. The membership meeting will be held via Zoom on November 3, 2021, at 7 pm.

Information from the 2020 ADA House of Delegates:

"In an effort to ensure members maintained an interest in striving for life membership, the ADA Council on Membership discussed ways to achieve life status easier. Currently, life membership status requires a member to have 30 consecutive years

(continued on page 5)

MDA 2021-2022 CE SERIES

BE SURE TO SIGN UP!
PACKAGE PLANS, INDIVIDUAL
REGISTRATION AVAILABLE

DISCOUNTS AVAILABLE
FOR NEW DENTISTS

MDACE

CE Series Starts Oct. 29; New Seasonal Format

In response to feedback we have received and taking the COVID-19 pandemic into consideration, the MDA is offering a virtual option for the fall, winter, and spring courses in our 2021-2022 Continuing Education Series. Participants will have the choice of either attending courses in person or viewing them online.

"We're excited to introduce a virtual option. This will make all aspects of this year's curriculum accessible to our members," said Dr. Adam Saltz, chair of the MDA's Continuing Education Committee.

The MDA is offering a virtual option for the fall, winter, and spring courses in our 2021-2022 Continuing Education Series.

"Where our dentists and allied team members live and practice should not be a limitation to higher learning."

(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: Listening To And Expressing Concerns

By Kathy Ridley, MDA Interim Executive Director



In the association world, summer is the time of year when business slows down, but that was not the case at MDA this summer. It was a very busy summer for the MDA and me. I had the pleasure of visiting three component meetings in September and meeting members in person throughout the state. I enjoyed listening to everyone's concerns regarding dentistry in Maine. Of course, the biggest concern is workforce issues and the new mandate for the COVID vaccine for health care workers. I can tell you that the board of directors, our lobbyist, and myself are doing everything we possibly can to express your concerns to the governor's office and DHHS. You have strong leaders within the MDA board, and they have been very active on your behalf.

I've learned a lot about Maine politics and the rulemaking process within the last month. As you know, Gov. Mills announced the health care workers' COVID vaccine 90-day emergency mandate in August, and then DHHS came out with the proposed ruling in September. DHHS had their public hearing on this ruling on September 27, and the written comment period ended October 7. MDA submitted written comments focusing on some possible changes, like aligning with the federal mandate and forthcoming OSHA rules, and advocated for a testing option, particularly in instances where practices or facilities are short staffed, causing patient cancellations or temporary closures. The MDA also requested additional time to continue efforts to identify and educate dental office staff and to train new staff members. I've been working with the department's legal team to get answers to our members' questions, and they've continued to update the FAQ page on their website with their answers, but they are very vague.

Now the comment period has ended, the agency will make a formal decision on the proposed rule. Adoption, if that is

MDA submitted written comments focusing on some possible changes to the vaccine ruling, like aligning with the federal mandate and forthcoming OSHA rules, and advocated for a testing option, particularly in instances where practices or facilities are short staffed, causing patient cancellations or temporary closures. The MDA also requested additional time to continue efforts to identify and educate dental office staff and to train new staff members.

the decision, must be by official action of the agency, and must take place within 120 days from the comment deadline.

MDA has implemented a new employment assistance program to assist our members in searching for staff members. Our staff will be working with local community colleges, dental assistant programs, and hygiene programs to gather information of those individuals' search for jobs. We are also using social media to find individuals interested in working in the dental field. Please see our website for more information on this program.

Please take a chance to look over the MDA's newly revised continuing

education curriculum. The MDA Continuing Education Committee has surveyed the members and is trying to give most of the members what they are looking for in continuing dental education. They have found top-ranked dental educators to give lectures and then, following up the lectures with in-person study groups discussing treatment planning using the methods taught at the prior education session. These in-person treatment planning sessions will be held a couple of weeks after the lecture. They will be held in Portland, Augusta, Bangor, and possibly Presque Isle. More information on the treatment planning sessions will be given at the first CE course on October 29 in Hallowell at Maple Hill Farm Inn and Conference Center. The lectures will be available in person and virtually, but you need to sign up soon! Take advantage of package plans that offer three education courses, along with the treatment planning sessions and one course at the Annual Convention. Please note - the treatment planning sessions are optional, but they are an added benefit to the education sessions.

Thank you to all of you who have called the office, sent emails, and talked to me in person expressing your opinions and comments on how MDA can best serve our members and be the leaders in oral health in Maine.

**Contact the MDA:
Phone: 207-622-7900,
Fax: 207-622-6210,
Email:
info@medental.org;
or go to
www.medental.org**

News from the President's Corner

Heather Keeling, DDS



Stronger Together

It hardly seems possible that summer has come to an end and the cooler weather is already upon us.

While summer normally provides an opportunity for us all to catch our breath, it definitely did not feel long enough to put wind in our sails. The stress and burnout of running a business, managing a team, fulfilling patient expectations, all while trying to create perfection in an environment that is less than perfect, is a challenge to say the least.

Over the past couple of months, the dental team has been at the forefront of our minds, as each team member impacts the success of patient care. This is an opportunity for us to reflect on how important our teams are to us as clinicians and as business owners.

With many of our offices in need of extra hands, I would like to share a few things that work well in my office to keep morale up and to keep momentum going.

1. Appreciate your team by demonstrating their value as partners in the success of the practice. When one of my team members has a win, big or small, I like to thank them by leaving a note at the end of the day in their operatory or at their workstation. When they come to work the next day, they see the memo and it starts their day on a positive note.

2. Set meaningful and realistic goals for your office. It's a great way to motivate the team to work together and provide incentive for meeting goals, both in and out of the office.

3. Be available for your team. Sometimes there isn't enough time in the day. Take time outside of your regular business hours to check in on your team and connect with them individually or together. Every morning, my team meets to review the schedule, check in on office and personal goals, but, most importantly, to check in on each other.

Sometimes we will have a spontaneous happy hour or walk after a long week. These times are especially important to allow the team to unwind and not take their work home with them.

4. Celebrate the little things. Each small win you celebrate will bring a more positive energy to the office.

Remember, a good team is made up of good people who are good at their jobs. A great team is made up of people who are not only good at their jobs, but have also

been instilled with a deep understanding of how their contributions are part of a larger purpose.

It is also important to acknowledge that the dental team isn't just those in our office, but our community partners, allied health care professionals, and, most importantly, our fellow dentists. Not only do we need to have compassion for our patients, but also for our team members and for our colleagues. I remember reaching out to fellow colleagues when our offices were preparing to reopen, to ask how they were making changes to be compliant, about any resources that helped them. We are experiencing another opportunity to lean on one another, to find ways to navigate both clinical practice and small business ownership, and to be better, more efficient dentists for our patients and our teams. While we are all in different boats, we are in the same ocean.

It is important to acknowledge that the dental team isn't just those in our office, but our community partners, allied health care professionals, and, most importantly, our fellow dentists.

MDA Employment Assistance - Connecting Offices and Candidates

To assist our member dentists with workforce issues, the Maine Dental Association is maintaining a database that will include hygienists, assistants, office managers, and staff candidate information that member offices can reference.

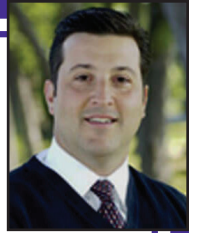
Those individuals looking for a position within a dental office

and dental offices looking for staff members can go to www.medental.org/mda-employment-assistance and fill out the appropriate forms to be included in the database.

The MDA hopes this member benefit will help to connect dental offices with potential employment candidates.

News from the First District Trustee's Corner

Rich Rosato, DMD



Three Periods

The summer has drawn to a close, and as your friend and First District trustee, I hope each of you had an opportunity to take some time off, relax and spend time with your loved ones. We now enter what we expect to be a busy fall, with ADA SmileCon, the First District Caucus and the ADA House of Delegates. A great deal is on our plate, many of which weigh heavily for organized dentistry. Here are just a few of those issues.

FIRST PERIOD: With the concept of “Medicare for all,” there exists both an enormous challenge and a great opportunity for organized dentistry. We have all heard the political rhetoric associated with the general issue of Medicare expansion, but very few policymakers and stakeholders have the knowledge of oral health care to create a viable and affordable dental benefit within this system.

Dr. Klemmedson, our ADA president, has eloquently and consistently communicated the ADA’s proposals, which the ADA Board wholeheartedly supports. These proposals represent the tremendous opportunity in our hands, but only if our membership answers the call and shares these proposals with their respective Congressional delegations. Policymakers need to hear how they can make this idea a reality and help our neediest seniors without inadvertently damaging how dentists care for their patients. Our lobbyists are working nonstop to advance these proposals, but we need you, as legislators’ constituents, to help drive home these important points.

SECOND PERIOD: Recently, many political leaders, taking notice of nearly static vaccination rates across the country, have pushed for mandated vaccinations for health care workers, including dental professionals. President Biden has called for such a mandate for any health care professional who works with Medicare and Medicaid populations.

The ADA strongly encourages dental professionals to

get vaccinated, a policy we have maintained since the vaccine first became available in 2020. We have not advocated for mandates, however, due in large part to the fact that we already face a nationwide shortage of qualified dental staff (namely hygienists and assistants) and a blanket mandate would likely worsen that shortage. ADA and state societies continue to push for every dental professional to get vaccinated. To help, we are speaking the language of dentistry: science- and data-based information about the safety and efficacy of the vaccines. To be sure, dentists must continue to educate both patients and our own team members on getting vaccinated and, in the meantime, continue to follow the protocols that have safeguarded dental practices nationwide from in-office transmission.

THIRD PERIOD: Last month, the ADA lost a friend and a leader, Dr. Jonathan Shenkin of Maine. He was a lion – brilliant and the consummate oral health advocate. As a pediatric dentist in the greater Augusta area, Jonathan was warm and caring, always keeping focused on the health of his young patients (and their families). As a leader of organized dentistry, Dr. Shenkin took the passion for his patients’ oral health to the regional and national stage. The ADA First District and the ADA owe a tremendous debt to Dr. Shenkin for his commitment, leadership, and knowledge.

On a personal note, Jonathan was a good friend, with whom I had many spirited discussions and debates over the years. He admitted to me on many occasions with that wry smile that he sometimes enjoyed “stirring the pot,” but his zeal was never misplaced. He always stood on the side of dentistry and our patients (both of which are inextricably linked), employing a set of ethical and professional standards to every aspect of his career. We will all miss you, Jonathan. I know I do.

As always, it is a great honor to serve as your trustee. I look forward to seeing you throughout New England in the coming months!

MDA Begins Search For Next Executive Director; Asks Members For Their Help

The Maine Dental Association has begun its search for its next executive director and is asking to help us find candidates.

Is there someone within your network

that would be a good fit?

Pass the information regarding the position to your acquaintances, peers, and friends, and make sure to share and

get the word out on social media!

For a job description and more details, including application information, go to www.medental.org/director-search.

Special Meeting

(From page 1)

of membership (or 40 total years) and have attained the age 65 years of age during the previous calendar year. The Council explored removing the age requirement so that the requirement is based solely on years of membership. This change would allow members to achieve life membership status sooner, doubling the number of current life members in the first year of the change. Life members would continue to pay full dues and receive special discounts and services as a life member until retirement at which they would pay \$0 as a retired life member. This change will have a small financial implication. The Council presents the following resolution to the 2020 House of Delegates for its consideration.”

Resolution passed by ADA 2020 HOD changed this language in the ADA Bylaws:

68. Resolved, that the ADA Bylaws, Chapter I. Membership, Section 20.

Membership Eligibility, Subsection B. LIFE MEMBER, be amended as follows (deletions ~~stricken~~ and additions underlined):

B. LIFE MEMBER. Any person holding a D.D.S., D.M.D. or equivalent degree shall be eligible to be a life member of this Association if he or she meets the following qualifications:

a. Has been an active and/or retired member in good standing of this Association for at least thirty (30) consecutive years or a total of at least forty (40) non-consecutive years; and

~~b. Reached the age of at least sixty-five (65) during the previous calendar year;~~

~~c.~~b. Maintains membership in good standing in a constituent and component, if such exists, and in this Association.

~~d.~~c. A member may also qualify for life member status by having been a member of the National Dental Association for twenty-five (25) years and subsequently holding membership in this Association for at least ten (10) years ~~and having reached the age of at least sixty-five (65) during the previous~~

calendar year.

MDA Bylaws proposed changes:

LIFE MEMBERS. A Life member shall be a member in good standing who has been an Active and/or Retired member in good standing for thirty (30) consecutive years or a total of forty (40) years of Active and/or Retired membership in the American Dental Association ~~and has attained the age of sixty-five (65) years.~~ Life membership shall be effective the calendar year following the year in which the requirements are fulfilled. The American Dental Association will give notification to members who are eligible for Life membership. To qualify for Retired Life membership status, the member shall submit an affidavit attesting to the member's qualification for Retired Life membership through appropriate component and constituent societies, which constituent shall submit certificates verifying such qualifications to ADA.

The link to join the virtual meeting on November 3 has been sent by email.



Proud member of
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If you're a Maine dentist, we should talk.

You're a regulated professional with deep technical knowledge and serious responsibilities. You don't just treat patients, you run a business. You want to build and protect your practice, and when it's time to hang it up, you want to leave a legacy to be proud of.

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CE Series

(From page 1)

Be sure to register! The MDA's CE Series features a new format and look, along with an outstanding lineup of speakers.

The series will offer fall, winter, and spring sessions, which will include a six-hour in-person course and, later, an evening two-hour treatment planning session. The treatment planning sessions will be live-streamed from four locations across Maine - Prosthodontics Associates in Portland, the MDA office in Manchester, High Tide Restaurant and Bar in Brewer, and possibly in Presque Isle.

The schedule is as follows:

FALL SESSION - Oct. 29 (course), Nov. 10 (treatment planning session)

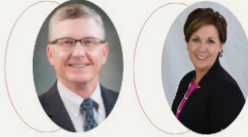
Speakers: Dr. Brian Mealey and Janis Spiliadis, RDH

Topic: Periodontics and Implants

WINTER SESSION - Dec. 3 (course), Jan. 12 (treatment planning session)

Speaker: Dr. Ryan Cook

MDA CE SERIES SPEAKERS



DR. BRIAN MEALEY
AND JANIS SPILIADIS

Periodontics and Implants - October 29



DR. RYAN COOK

Prosthodontics and Restorative Dentistry - December 3



DR. GARY DEWOOD

Occlusion - March 18, 2022



DR. LESLIE FANG

Dentistry & Medicine - May 20, 2022 - MDA Convention

DR. LEONARD HESS

Esthetic Dentistry - May 21, 2022 - MDA Convention

Topic: Prosthodontics and Restorative Dentistry

April 6 (treatment planning session)

Speaker: Dr. Gary DeWood

SPRING SESSION - March 18 (course),

(continued on page 7)



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Andrew L. Shur, D.M.D.*
Todd P. Mellin, D.M.D., M.S.*
Samuel J. Coppola, Jr., D.D.S.*

Sonja R. Evans, D.M.D., M.S.
Rachel M. Garoufalis, D.M.D.

*Diplomate, American Board of Endodontics

CE Series

(From page 6)

Topic: Occlusion

The 2022 MDA Convention will have all-day courses on May 20 and 21 and be held at the Harborside Hotel, Spa, and Marina in Bar Harbor. Dr. Leslie Fang will speak about dentistry and medicine and Dr. Leonard Hess will speak about esthetic dentistry.

Fall, winter, and spring courses will be held at Maple Hill Farm Inn & Conference Center in Hallowell.

Package plans and individual registration are available. Discounts are available for new dentists (those who have been practicing 10 years or less).

Go to the MDA's CE website at www.medentalce.org for more information and to register.

2022 Dues Invoices In Mail In November

Bills for 2022 tripartite membership dues (ADA, MDA and local component society) will be mailed in November. Payments are due January 1, 2022.

If you retired in 2021, or plan to retire by January 1, 2022, 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.

The MDA Office will attempt to process the payments as quickly as possible. Members will have the option to pay their dues online, and can pay by check or credit card. Thank you for your patience and understanding, and for your continued support.

Applications Being Accepted For Scholarship

Applications are now being accepted for the 2021 Alva S. Appleby Scholarship, which is available annually to dental students who:

- Are a resident of the State of Maine (lived in Maine for purposes other than attending dental school)
- Have completed the first year of dental school
- Are currently enrolled in a dental school accredited by the ADA

Those who are eligible are encouraged to send in their application for the Appleby Scholarship to the Maine Dental Association Charitable Foundation. If you know someone who may be interested in being considered this year, go to www.medental.org/public-resources/student-resources for more information and for the application. Materials must be returned to the Maine Dental Association by November 5.

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MDA Urges Allied Dental Team Members To Join For 2022 Year

Hygienists, assistants, lab technicians, and dental office staff members can become allied dental team members of the Maine Dental Association, and we welcome current allied dental team members to re-join and new allied dental team members to join us in 2022.

A Maine Dental Association 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 – topics specific to allied dental team members
- An e-newsletter specifically for allied dental team members
- Printed quarterly newsletter
- Continuing education course discounts
- Access to endorsed services and discounts

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

“MEDICAL EMERGENCIES IN DENTAL OFFICE” NEXT COURSE IN ALLIED DENTAL TEAM SERIES



The MDA will be offering the course “Medical Emergencies in the Dental Office on November 19” as part of its 2021 Allied Dental Team Series. Dr. Peter Vellis will present the course.

In the lecture, attendees will review common medical problems that can present in dental offices and develop specific protocols to respond and resolve the emergency.

Course Learning Objectives:

- Identify the most common types of emergencies that present in the dental office
- Understand and recognize how the dental team works together to address these issues and concerns
- Learn to develop a protocol to assist a patient or staff member in distress
- Recognize the use of various medications in your emergency kit and how they work and more importantly when to use them
- Develop an emergency preparedness checklist so that staff members have very specific duties

The course will be held from 9 to 11 am and will be online. For more information and online registration, go to www.medentalce.org/adt-courses.

If you would like to become a MDA allied dental team member for 2022, or for more information, go to www.

medental.org and click on Allied Dental Team Info, or call the MDA Office at (207) 622-7900.

Join Us For MDA’s Outing At Mariners Game Dec. 10

The MDA has a group of seats reserved for the Maine Mariners game against rivals the Worcester Railers on Friday, December 10 at 7:15 pm. Be sure to join us to cheer them on!



The Mariners are now a Boston Bruins affiliate. The Railers are a minor league affiliate of the New York Islanders.

To purchase tickets, which are center seating and cost \$14 and up, go to the link found at www.medental.org/member-center/member-discounts.

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MDA Welcomes Independent Dental Solutions as Business Partner

Independent Dental Solutions and the Maine Dental Association are proud to announce their new partnership, formed from a mutual desire to provide comprehensive support for independent dental practices throughout the state of Maine.



The MDA strives to serve as a valuable resource and trusted partner for its members, helping dentists stay up to date on the latest legislative and industry news, connect with other members, gain access to continuing education programs, and save money on supplies and other purchased services needed to operate their practice

Similarly, Independent Dental Solutions (a free group purchasing organization) was formed in 2017 by independent dentists and supply chain leaders who sought to level the playing field for private dental practices in an industry that increasingly favors DSOs and other corporate dental groups. IDS offers its members access to significant savings and other benefits by leveraging the collective buying power of its 2,000+ members, to provide independent dentists access to lower pricing on everything from supplies and capital equipment to lab and other purchased services.

Over the years, both organizations have continued to expand their level of support to meet the changing needs of their members and the industry. As cost reduction efforts continue to be top of mind for most practices, the MDA is proud to offer their members access to IDS' free supply and equipment program. The program is a simple, effective way for practices to reduce their expenses and operate as efficiently and cost effectively as possible. Leaders from the MDA and IDS are excited to launch this new partnership and continue to provide comprehensive support for Maine dental practices together.

"The Maine Dental Association is excited to welcome Independent Dental Solutions as a Preferred Business

Partner. They are a company that was started by dentists, for dentists, and our members are now able to take advantage of the great discounts and benefits that IDS offers," said Dr. Heather Keeling, president of the MDA Board of Directors. "I invite Maine dental practices to get a cost comparison – IDS estimated they could save my practice over 20 percent."

"Welcome MDA Members! On behalf of the Independent Dental Solutions team, I am excited to welcome you to the IDS family. As a private practice dentist for more than 40 years, I know firsthand the important role dental associations and their partners play in providing vital information and resources to practices. The MDA is a wonderful association, led by a team of passionate, supportive men and women who are committed to the advancement of independent dentistry in Maine," said Dr. Rick Romenesko, co-founder of Independent Dental Solutions.

"We are honored to form this partnership and to work together to bring additional value to all MDA members individually and to the association as a whole. We look forward to a long and fruitful relationship and the development of many friendships along the way. Together, we can truly make a difference!"

Both organizations are excited to continue to cultivate and growth this partnership, to ensure Maine dental practices won't just survive, they'll have access to the tools they need to truly thrive as well.

For more information on the MDA and its Preferred Business Partners, go to www.medental.org and click on

Independent Dental Solutions (a free group purchasing organization) was formed in 2017 by independent dentists and supply chain leaders who sought to level the playing field for private dental practices in an industry that increasingly favors DSOs and other corporate dental groups. IDS offers its members access to significant savings and other benefits by leveraging the collective buying power of its 2,000+ members, to provide independent dentists access to lower pricing on everything from supplies and capital equipment to lab and other purchased services.

Preferred Business Partners.

To join IDS (membership is free), go to independent-ds.com/join.

For questions about IDS membership and services, contact jherbert@indi-dent.org.

No-Cost CDC Resource Outlines Infection Control for Dental Settings

ADA NEWS

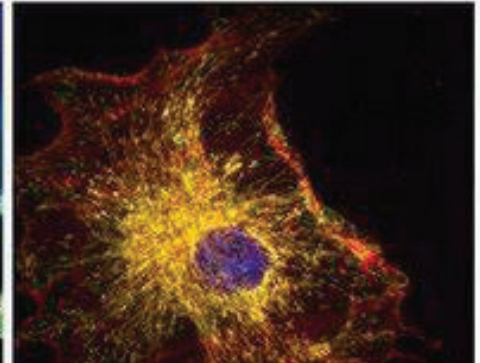
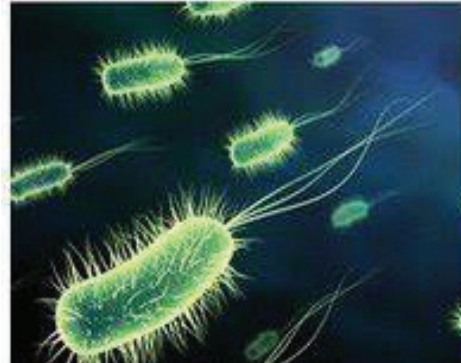
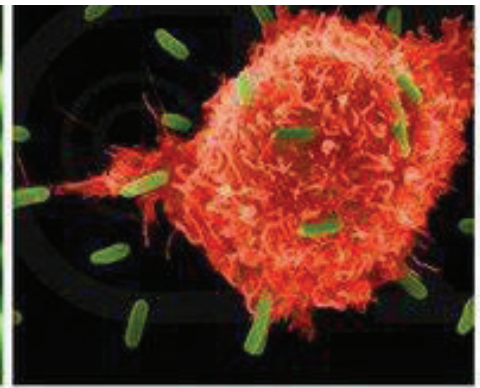
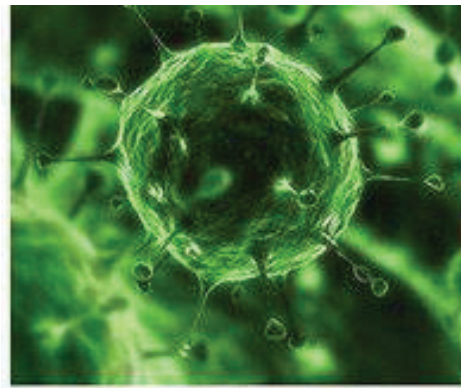
The Centers for Disease Control and Prevention Division of Oral Health recently released a free, online training on safe care in the dental office and the principles of infection prevention and control.

Foundations: Building the Safest Dental Visit, found at www.cdc.gov/oralhealth/index.html, is a self-paced training designed for dental health care personnel, infection prevention coordinators, educators, consultants and others.

The CDC partnered with the Organization for Safety, Asepsis and Prevention (OSAP) for this training, and OSAP will provide three hours of continuing education credit for completing the online training.

The training covers three areas:

- Module 1: Foundations of Infection Prevention and Control introduces



infection prevention and control for dental settings, reviews existing guidelines, recommendations and

resources, and describes the fundamentals of evaluating dental

(continued on page 11)

REGISTRATION OPENS ON OCTOBER 13TH

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infection prevention programs.

- Module 2: Protecting Patients, Protecting Yourself reviews hand hygiene, personal protective equipment, respiratory hygiene and cough etiquette, sharp safety and safe injection practices.
- Module 3: Sterilization, Disinfection, and the Dental Setting reviews the sterilization process, environmental infection prevention and control guidelines, as well as dental unit waterline safety.

The training also includes reference materials and other resources to help users explore topics in more detail. In addition, the training presents in-depth audio case studies and videos that illustrate the topics in real-life settings.

For issues with functionality of the training, including issues with video and audio, images or incorrect or non-working hyperlinks, contact the CDC Division of Oral Health at oralhealth@cdc.gov and write "Foundations Training" in the subject line. For issues about CE credits, contact OSAP at office@osap.org and

The training also includes reference materials and other resources to help users explore topics in more detail. In addition, the training presents in-depth audio case studies and videos that illustrate the topics in real-life settings.

write "Foundations Training" in the subject line. The CDC has several other resources designed to improve awareness of and adherence to infection prevention and control recommendations.

For information on the ADA's stance on infection prevention and control, visit ADA.org/en/member-center/oral-health-topics/infection-control-and-sterilization.

Updated COVID-19 Vaccine Fact Sheet Available From ADA

The ADA has updated its COVID-19 Vaccination Fact Sheet to give dentists and dental team members the latest information on COVID-19 booster shots.

The U.S. Food and Drug Administration authorized a third single booster dose of the Comirnaty vaccine to be administered 6 months after the primary series for specified populations.

Comirnaty was previously known as the Pfizer-BioNTech vaccine and is FDA-approved as a primary vaccination series for all individuals 16 years of age and older.

The ADA will continue to monitor developments related to COVID-19 vaccine authorizations and administration on behalf of the profession and public. You can find the COVID-19 Vaccination Fact Sheet, along with other resources, at ADA.org/virus.

Will you see one?

“My broken, decaying teeth are fixed and I can eat again.”

YOU CAN CHANGE A LIFE

WillYouSeeONE.org

From clearing up painful dental infections and being able to eat again to rejoining the workforce - volunteering with Dental Lifeline Network's Donated Dental Services (DDS) program will make a life changing difference for the people we serve.



"Fellow dentists—will you join me in seeing **ONE** patient?"

-Gordon J. Christensen, DDS, MSD, PhD



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Envolve Dental, Inc. is a wholly-owned subsidiary of Envolve Benefit Options, Inc., and Centene Corporation, a diversified, multi-national healthcare enterprise offering services to government sponsored healthcare programs, focusing on under-insured and uninsured individuals.



Supported by the United Concordia National Medicare Advantage Network

Beginning January 2022, Envolve Dental will administer the dental benefit for Wellcare in Maine, providing members with a selection of dental coverage options. Wellcare’s focus is giving Medicare members of today and tomorrow the coverage they need, the simplicity they want, and the high-quality care they deserve.

The Envolve Dental Difference

- > **PPO vs HMO** – Envolve contracting remains the same regardless of whether the medical plan is an HMO or PPO. Envolve administers dental benefits under a single fee-for-service model without additional mandates or administrative burdens. The only exception is that members with an HMO medical benefit do not receive dental benefits when receiving care from out of network providers.
- > **Reduced Administrative Burden** – Envolve limits administrative burden by reducing the number of services that require prior authorization through Medicaid, and minimizing prior authorization requirements for both Medicare Advantage and Health Insurance Marketplace products.
- > **Robust Provider Web Portal** – Envolve’s provider web portal is designed to be a one-stop shop for submitting claims, corrected claims, appeals, and prior authorization requests. The portal can also be used to check claim status, update practice information and verify member eligibility.



High volume of members



Selective participation



Innovative client solutions



Partnership approach

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 or email
ProviderContracts@
EnvolveHealth.com

Health Program's Services Available to Maine Dental Professionals

A reminder from the MDA: the services of the Medical Professionals Health Program, which is made available with help from the Maine Medical Association and Maine Dental Association, are available for Maine dental professionals.

clinical coordination and monitoring, interview and assessment, mentoring, and education and outreach.

NOTE: The MPHP does not provide diagnosis or treatment.

their website at www.mainemphp.org.

Maine dental professionals may also contact MPHP operations manager Heidi LaMonica directly for more information at (207) 623-9266, extension 1, or via email at heidilamonica@mainemed.com.

Services offered by the program include

For more information about MPHP, go to

News and Notes



Dr. Wajiha Aziz
General Practice
1048 Union St
Bangor, ME 04401
O=207-992-2152

Dr. Anshu Bathija
General Practice
716 Stevens Ave
Portland, ME 04103

Dr. Ashley Brubaker
General Practice
1 Willow Run Ste 1-B
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Dr. Jeff Bue
General Practice
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O=207-872-7833

Dr. Thomas Clemente
General Practice
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Dr. Kristopher Cooper
Oral and Maxillofacial
Surgery
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PO Box 3028
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South Portland, ME 04106
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Dr. Kendra Mendez
General Practice
15 Oak St
Springvale, ME 04083
O=207-490-6900

Dr. Chad Phillips
General Practice
315 Auburn St
Portland, ME 04103
O=207-797-5000

Dr. Eric Pier
General Practice
634 Rockland St
Rockport, ME 04856
O=207-230-0110

Dr. Lydia Stegemann
General Practice
280C Gannett Dr Ste 1
South Portland, ME 04106
O=207-819-8242

Has Your Contact Info Changed?

You can let us know your new information by mail at PO Box 215, Manchester, ME, 04351; by phone at (207) 622-7900; by fax at (207) 622-6210; or by email at info@medental.org.

COVID-19 Info Online
www.medental.org/covid

The MDA expresses its condolences to the families of **Dr. Gerard Girardin, Dr. James Schmidt, Dr. Jonathan Shenkin, and Dr. Henry Woodbrey.**

Products/Services Endorsed By Both ADA and MDA

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For more details about
special discounts and offers
for members, go to www.adamemberadvantage.com.

Members Can Save On Events at Cross Arena

The Cross Insurance Arena in Portland offers discounted tickets to specified events to MDA members. *The discount code to use is GMDA.*



Upcoming discounted events:

UMaine Hockey vs. UMass Lowell - November 27 at 7 pm
- SAVE UP TO 10% PER TICKET

Cirque Dreams Holidayze -
December 8 at 7:30 pm - SAVE
UP TO 10% PER TICKET

To order your tickets, go to www.ticketmaster.com and enter code, or call (207) 775-3458.

No Dentists Who Care For ME In 2021



Dentists Who Care for ME, the Maine Dental Association's annual day of free care, will not take place in 2021. We hope to serve patients through Dentists Who Care for ME next year.

CONSIDERING SELLING YOUR PRACTICE?

I am a local dentist looking to purchase a practice here in Maine.

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

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1 BangorHR 2 BangorPayroll 3 BangorTime

Bangor Payroll, a division of Bangor Savings Bank, is one of New England's largest payroll and HR service providers. For more than 20 years, it has been providing simplification and streamlining.

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Endorsed by the MDA and ADA. Dental practices save an average of \$2,768/24% annually in fees over prior processors. Fax or email a credit-card processing to CompareRates@BestCardTeam.com or 866-717-7247 for a no-obligation savings analysis. Call 877-739-3952 for more information.

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Cross Insurance has grown to become New England's 2nd largest independent insurance broker and the nation's 26th largest broker of US business. Contact Cross Insurance at 2331 Congress St, Portland, ME 04102. Tel: (800) 286-5352, or visit www.crossinsurance.com.

Doctors Disability Specialists



We help dentists and dental students understand and navigate the world of disability insurance. Whether it's your "starter policy" or an overhead expense policy, we can help. We are friendly, local, efficient, and knowledgeable.

Contact:

James Kachmar (207) 671-2216;

james.kachmar@ddsteam.net

Tyler DeStefano (978) 907-6002;

tyler.destefano@ddsteam.net

D.P. Porter Contractors



D.P. Porter Contractors Inc. team members form collaborative relationships with owners, developers, design teams, subcontractors, and others to assist in delivering the most desirable, economical solutions to the construction goal. Email Jason@dpporter.com or go to www.dpporter.com.

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Independent Dental Solutions



Independent Dental Solutions (independent-ds.com) is a free group purchasing organization that offers independent dentists savings on supplies and equipment purchases through direct manufacturer partnerships. On average, IDS members save 23% on their dental supplies compared to the previous year's spend. IDS also offers a free cost comparison.

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The Malloy Firm has helped dentists statewide with mergers and acquisitions, and other matters like associate contracts, non-compete agreements, loan and real estate transactions, and employee relations and compliance. We also provide estate planning and wealth preservation services. Call (207) 333-6700; www.malloffirmmaine.com

Optimum Construction Co.



Optimum is the most relationally focused commercial construction company in Maine. Services include office trims/interior fit-ups; re-purposing, retrofits; new development; pre-construction services management; and project management. Contact: Kendrick@optimumbuilds.com; (207) 712-7195; or read the full story at optimumbuilds.com.

(continued on page 17)

Maine Dental Association Preferred Business Partners

Patterson Dental



As one of North America's largest providers of dental products and solutions, Patterson offers more than 100,000 products and a wide range of equipment, software, technology solutions and services. **202 Gannett Drive - So. Portland, ME - 1-800-639-1801 - pattersondental.com**

People's United Bank



People's United Bank, N.A. is premier, community-based bank in the Northeast and a subsidiary of People's United Financial, Inc. People's United Advisors, Inc., is a registered investment adviser. **Contact David Carter at david.carter@peoples.com or (207) 828-3010.**

ProSites



ProSites, Inc. is the technology leader in website design and digital marketing for dental professionals. In addition to content for patients, their sites also include features that help streamline patient communications and increase appointment requests. **For more, and to request a free demo, visit www.prosites.com/MaineDental/ or call (888) 932-3644.**

RCPM Resources



RCPM provides a full range of regulatory compliance services for dental offices, including equipment recycling, reuse and waste disposal; office startup and decommissioning; required training and audits; safety plans; and records destruction. **Contact Kevin McManus at kmcmanus@rcpm.llc or 781-254-5727.**

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Solmetex is proud to offer the "Total Solution" for all dental practice amalgam waste disposal needs, featuring their Hg5 Series, complemented by their products for environmentally friendly recycling and sharps disposal. **Customer Care: 800-216-5505; Fax: 508-393-1795; Email: sales@solmetex.com**

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TD Bank, America's Most Convenient Bank®, is one of the 10 largest banks in the U.S. **Go to www.tdbank.com/healthcare. Contact: Andrew R. Ramsdell Healthcare Practice Finance Specialist 603-540-7028 Andrew.Ramsdell@TD.com**

The Thomas Agency



Since 1927, The Thomas Agency has provided third-party debt collection services to creditors in Maine to assist them to recover accounts receivable. The Thomas Agency offers discounted rates to all MDA members for its services. **Go to www.thethomasagencyinc.com or contact Jon King at jkking@thethomasagencyinc.com or (207) 772-4659.**

UBS Financial Services



Rich DeMarco, an financial services professional since 1998, provides high net-worth clients with premium advice and service, while helping them achieve their long-term financial goals. Talk to him about how he can leverage his experience and draw on the global resources of UBS. **Contact him at 603-422-8190 or richard.demarco@ubs.com.**

USI Insurance Services/PPP



USI Insurance Services is the agent who brings the Professional Protector Plan for Dentists to the MDA, and provides insurance in the form of professional liability (malpractice), general liability, property, employment liability, cyber liability, plus many other coverages. 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:

Gina Beaulieu - gina.beaulieu@usi.com

Learn more by going to the Preferred Business Partners page at www.medental.org

The MDA office will be closed:

- November 11 (Veterans Day)
- November 25 and 26 (Thanksgiving Holiday)
- December 24 (Christmas Holiday)
- December 31 and January 1 (New Year's Holiday)

Contact the MDA:
Phone: 207-622-7900,
Fax: 207-622-6210,
Email:
info@medental.org;
or go to
www.medental.org

Classifieds

LOOKING TO BUY PRACTICE

I am a practicing dentist in Maine looking to buy my own practice in Central or Southern Maine. Anyone looking to retire or considering retirement in the next few years please consider contacting me. Possibility to arrange for a transitioning of ownership if you would like. Please email me directly at sopodontist@gmail.com.

PEDIATRIC PRACTICE FOR IMMEDIATE SALE

Turnkey pediatric practice for immediate sale outside Portland, ME. The seller is willing to consider all transition options, including an experienced buyer searching for a walkaway sale, partnership, or an associate looking for future ownership and a way to pay down dental school loans.

The practice has 3,972 active patients, averages 40 new patients per month, and does over \$1.6M in collections on 4 days a week. This 2,500-square-foot office is located in a professional building and has 7 operatories, with room to expand by one. The office is digital, utilizes MacPractice management software, and is equipped with a Solea Laser and brand-new panoramic x-ray machine. Contact catriona@nationaldentalplacements.com.

DENTAL HYGIENIST WANTED

SOAR WITH EAGLES ON THE RUGGED COAST OF MAINE while providing one-hour comprehensive and personalized hygiene appointments in a state-of-the-art office. Acquire new skills in anti-infective soft tissue management, lasers, local anesthesia, Invisalign and conscious sedation. Excellent pay. Benefits. Bonus structure. info@machiasdental.com

SEEKING FULL-TIME HYGIENISTS

Penobscot Bay Dentistry is seeking two full-time hygienists to join our team in beautiful mid-coast Maine! We have an established, well-maintained facility with modern technology. Our goal is to provide excellent dental care in a relaxed atmosphere. We are looking for people who will be dedicated to our patients, have high energy and a positive attitude.

Candidates must possess a Maine state license, CPR certification, and a license to administer local anesthetic and nitrous oxide. Knowledge of Dentrax and Dexis is a plus. We offer competitive wages, medical insurance allowance, 401k, paid vacation, sick time, dental care, continuing education, and uniform allowance. Offering a bonus after six months of employment. New hygiene graduates are encouraged to apply! Please send resume to info@penobscotbaydentistry.com.

DENTIST CAN PROVIDE TEMPORARY HELP

Need temporary help for vacation or medical leave? We have a Maine licensed dentist for your needs. Call (772) 913-3552 to ensure your practice is maintained while you are away. We can also cover for those peak times in your office.

FQHC DENTAL DIRECTOR

Dental Director – Penobscot Community Health Care in Bangor, Maine – Lead a well-established, large FQHC dental team, +/- 60 superbly trained dental professionals and support staff. 43 operatories, digital x-ray, CBCT, Cerac, intraoral cameras, paperless dental record. Dental residency program on-site and emerging dental therapy service. Dynamic, integrated professional environment! Email Jamie Lynn Grant at recruitment@pchc.com.

FQHC WALK-IN-CARE DENTIST

Walk-in-Care Dentist – Penobscot Community Health Care in Bangor, Maine – Full-time general dentist opportunity in large FQHC's dental walk-in-care service – planned for 4 days per week 7:30 – 5 p.m. Work side-by-side with specialists in oral surgery, orthodontics, periodontics, and endodontics. Experience in dental practice strongly preferred, but new graduates are welcome! Email Jamie Lynn Grant at recruitment@pchc.com

RDH POSITION AVAILABLE

PT/FT RDH position available, Windham ME

Great working environment with convenient hours. We see patients Monday/Wednesday 7-2 and Tuesday/Thursday 11-6

We are looking for an outgoing hygienist with strong interpersonal skills to join our fast-paced dental office. Experience is necessary and a current dental hygienist license is required. LA/ N2O certificate is a plus. Our modern, fully digital practice provides restorative as well as cosmetic care, fixed and removable prosthodontics, endodontics, extractions, and implant restorations. We currently use Practice Works software.

We offer a great benefits package with competitive salary, as well as a bonus program.

Please e-mail customerservice@armstrongadvanced.com or call (207) 892-8325.

OFFICE SPACE RENTAL AVAILABLE FOR SPECIALISTS

Mid-coast Maine needs dental specialists in the areas of periodontics and pedodontics. The town of Camden is a beautiful seaside town with a growing population.

This office space was formerly a dental practice and then used as a medical office. The office is ideal for a much-needed periodontist or pedodontist in mid-coast Maine. The office currently has no dental equipment, and we are willing to negotiate a solution. The office layout has 5 ops, front desk, staff room, doctor's office, lab, 2 bathrooms, waiting room.

If you are interested in a satellite office in mid-coast Maine, this could be your answer! Contact Lanita Medina at 207-975-4700.

DENTAL ASSOCIATE

Our patient-focused, fee-for-service practices in Falmouth, Lewiston, and Augusta are seeking a fantastic dentist who values comprehensive care, patient experience, and growth. This is a progressive and comprehensive private practice, with advanced technology, looking for a full-time associate dentist to support growth and development. This person will be responsible for being a leader within the practice, overseeing re-care, performing periodic and comprehensive exams, diagnosing and presenting comprehensive treatment, and supporting the overall goals of the practice.

Our new doctor will be supported by an excellent team of dental professionals who are committed to providing extraordinary patient care and experience. Competitive compensation package and quality clinical and business mentorship, along with continuing education and other professional development resources available. Please send CV to carrie@beautifulsmile.com.

SEEKING FULL-TIME HYGIENISTS

Nasson Health Care is seeking a qualified dental hygienist to work collaboratively with a team of health professionals to provide comprehensive primary care dental services while utilizing the Patient-Centered Medical Home model of care delivery. The dental hygienist is responsible for direct provision of oral hygiene and preventive services according to state regulation and dental practice protocols.

Graduation from an accredited school of dental hygiene. Minimum of three years' experience in a dental practice. Radiographic certification in Maine. Eligibility for or current unrestricted license to practice oral hygiene in the state of Maine.

Applications are available on our website at www.yccac.org. Applicants must complete and attach a cover letter and application with their resume. Completed packets will be accepted until October 29, 2021 and may be reviewed upon receipt.

York County Community Action Corp.
6 Spruce St, PO Box 72
Sanford, ME 04073
(207) 324-5762 or 1-800-965-5762
Fax (207) 459-2838
apply@yccac.org
EOE

DENTIST SEEKING PART-TIME POSITION

Pediatric Dentist with thirty+ years experience in private practice, FQHC, and operating room, 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!

**Members receive first 50 words
of classified ad for free!**

Classifieds

ASSOCIATE DENTIST

We are currently looking for a full-time associate dentist for our office in Portland, ME! Reasons to join the practice: clinical autonomy/flexible scheduling - work the hours you want to work and spend quality time with patients at your own pace! Unlimited earning potential. Portland, ME is a beautiful city with lots to do, areas to live, and great patient base committed to their oral health. 42 North Dental has been providing dental care in New England for over 40 years. In our established, multi-specialty group practice, we welcome an abundance of new patients each month.

Our state-of-the-art facility allows optimal patient care and a comprehensive approach to full-service dentistry, along with a strong focus on quality, service, and patient satisfaction. Providers are responsible for entire clinical patient experience, from initial exam and treatment plan to delivery of care. In-office specialty services, including periodontics, endodontics, oral surgery and orthodontics, are available, facilitating access to complete dental care for patients.

Excellent compensation and benefits package, including paid medical, malpractice, and 401K retirement, plus unlimited earning potential. Future opportunity for equity position. For IMMEDIATE consideration, please email me your resume: priyanki.amroliwala@42northdental.com.

ASSOCIATE POSITION - FULL TIME

Private practice – full-time associate position available in a modern and digital dentistry-focused general dental office. Excellent compensation and benefits package, including health insurance, paid time off, retirement, and continuing education allowance. Four-day workweek.

Talented staff and owner are looking for a long-term, committed doctor. Our practice strives to create a comfortable environment for patients while providing the highest level of comprehensive care. Ideal candidates will have completed residency and minimum of one year work experience, or at least two years of experience.

If you are interested in learning more about this opportunity, please email a cover letter and resume to mainedentaljob@gmail.com.

ASSOCIATE DENTIST 3 DAYS A WEEK

Dr Peter C. LeBourdais and Dr. Ivan Soberanes are looking for a general dentist to work Mondays, Wednesdays, and Fridays in our busy family practice. Please submit cover letter and resume to officemanager@bdha.me.

FULL-TIME ASSOCIATE POSITION

Private practice - full-time associate position available in a modern general dental office. Progressive practitioner offering generous compensation package, including health insurance, retirement, and continuing ed allowance. Current schedule is Monday through Thursday, 32 hours per week. Exceptionally talented staff and owner are looking for a long-term, committed doctor to work with them and thrive. Practice is well-managed and new doctors are welcome. Send email to drdrews@mainedentalclinic.com.

ASSOCIATE DENTIST - 3 DAYS A WEEK

We are a growing family dental practice in Wells that would like to present an opportunity to join our team! We offer a new practice with a relaxing and comfortable environment for our patients. We are looking for a 3-day-per-week (Monday Thursday, Friday) associate dentist. Applicant must have their state of Maine licensure and CPR certification in active good standings, OSHA and HIPAA compliant, a team player, knowledge of Dentrix dental software, iTero scanning, Dexis imaging, and want to provide excellent dental care to our exceptional patients!

Job Types: part-time, contract
Pay: Up to \$1,000 per day
Please send inquiries to: stacey@ycpd.us

FQHC GENERAL DENTIST

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

CLINIC SEEKS DENTIST 3 DAYS A WEEK

The Oasis Free Clinics is hiring a general dentist to work three days a week. We are a free medical and dental clinic that serves uninsured adults with low incomes who live in Mid-Coast Maine.

This is an opportunity to make a difference while making a living.

We are looking for someone who is positive, caring, flexible, and dependable to join our team and grow our clinic. You must have a current state of Maine dental license and have graduated from an accredited dental school. Experience with oral surgery is preferred. This is a salaried position, and you will get paid, regardless if your patient "no shows" or the clinic is closed. We are open Monday – Friday from 8:00 am – 4:00 pm, and your three workdays are negotiable. Salary is competitive.

Our clinical space includes state-of-the-art, negative pressure operatories. We provide scrubs, eye protection, fit-tested N95 masks, disposable jackets and gowns, and gloves.

Call (207) 721-9277, ext. 205 or email aruff@oasisfreeclinics.org

ASSOCIATE DENTIST WANTED

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

JOB OPPORTUNITY FOR GENERAL DENTIST

Unique job opportunity available for a well-qualified, experienced general dentist in the Bangor, ME area. Hours would be 3 days a week for evening hours and Friday and Saturday daytime hours. Experience in Dentrix, Cerec, and clear aligner therapy would be ideal, but not required. Email jody@bangorfamilydentistry.com.

FULL-TIME DENTAL ASSOCIATE

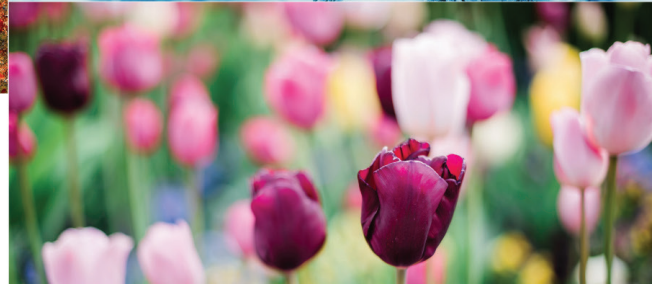
FT Dental Associate: comprehensive and quality family cosmetic and implant dentistry in Southern Maine. Emphasis on spending time developing relationships with patients. Dr. Janvier loves to mentor. Ideal candidate will have willingness to learn in order to maintain consistency of care. Long-term commitment preferred for this win-win scenario. Resumes: info@JanvierDMD.com.

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

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



MDA's 2021-2022 CE Series

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and treatment planning session*

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