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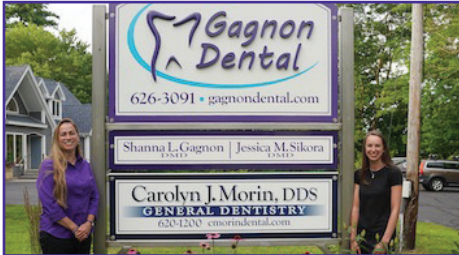
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# MDANEWS

MAINE DENTAL ASSOCIATION

Fall 2020 | Volume 7 | Number 1

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## MDA's CE Series Offers Wide Range Of Courses

The Maine Dental Association has kicked off its 2020-2021 Continuing Education Series, and several courses for the entire dental team are planned.

The series features nationally and internationally known speakers. Package Plans and individual course registration are available.

Virtual presentations are planned, along with live lectures at Maple Hill Farm Inn and Conference Center in Hallowell and at the 2021 MDA Convention in Bar Harbor.

On October 2, the MDA presented "Tobacco and Nicotine Products/Beating The Odds: A Story NOT Silenced By Oral Cancer," with Dr. Nevin Zablotsky and Eva Grayzel.

*(continued on page 7)*



## Teeth Provide Clues About Early Life Experiences

## Portland-Based Researcher Leads Study

### FROM THE DUNN LAB

Over the past few years, members of The Dunn Lab at Massachusetts General Hospital, led by Dr. Erin Dunn, who moved to Portland five years ago, have been studying teeth. That's right, teeth! We have been fascinated by the stories teeth might record about people's life experiences. What intrigues us most is the possibility that teeth might provide a new set of clues about our early life experiences, which could ultimately be used to help identify new



DUNN

ways to prevent mental health disorders, like depression, and promote brain health.

Our team's primary goal is to find ways to help all children grow up to be healthy and strong. One of the biggest threats to healthy child development is exposure to adversity – such as growing up in

*(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: COVID-19's Impact on Dentistry, Patient Care and Your Personal Wellness

By Angela Cole Westhoff, MDA Executive Director



COVID-19 continues to have an unprecedented impact on the economy, our society, and the dental profession.

The economic recovery of dental practices appears to be leveling off. The Health Policy Institute (HPI) reports that while 99% of dental offices have re-opened across the US, patient volume is approximately 74% of pre-COVID levels, according to data received in HPI's August 24<sup>th</sup> poll.<sup>1</sup>

The good news? The dental industry has experienced a significant rebound — recovering faster than originally anticipated. In addition, the rate of re-employment in the dental sector has outpaced other health care sectors. The US Bureau of Labor Statistics reports that employment at dental offices, as of May 2020, is approximately 70% of pre-pandemic levels.<sup>2</sup>

However, we are now experiencing a leveling off and, potentially, a slowing down of dental spending. HPI modeling predicts that US dental care spending **could** decline by up to 38% in 2020 and 20% in 2021.<sup>3</sup>

An estimated 70% of all dental patients in the US have private dental insurance. With continued high unemployment levels projected in the coming months, there is significant risk that demand for dental care will level off or slow down due to economic factors.<sup>4</sup> And, with social distancing measures still in place and a resurgence of COVID cases this fall, it is increasingly difficult to predict impact.

Additionally, public health dental settings seem to be experiencing a slower

The good news?  
The dental industry has experienced a significant rebound — recovering faster than originally anticipated.

economic recovery in terms of patient volume, according to HPI.<sup>5</sup>

Analysts are also voicing concern on how the economic impact will affect dentist enrollment in Medicaid. In one HPI poll question, 16% of dentists surveyed said they were considering disenrolling in Medicaid in 2020.<sup>6</sup>

In Maine, the Office of MaineCare Services is undertaking a rate system evaluation analysis. As many of you know, reimbursement rates for dental services are abysmally low and have largely remained unchanged for nearly 30 years.

Recently, the MDA took part in an important stakeholder meeting with MaineCare representatives and the consulting firm conducting the rate analysis. MDA Vice President Dr. Norma Desjardins and I both participated in the stakeholder process. While the discussion specifically did not focus on rates, we did speak extensively about the payment methodologies, administrative burdens, impact on access to care, and overall concerns.

Additional opportunities for input will occur in November with a final report, anticipated in February 2021. You can

read more about the MaineCare Rate System Evaluation work here: [https://www.maine.gov/dhhs/oms/about-us/projects-initiatives/mainecare-rate-system-evaluation?utm\\_medium=email&utm\\_source=govdelivery](https://www.maine.gov/dhhs/oms/about-us/projects-initiatives/mainecare-rate-system-evaluation?utm_medium=email&utm_source=govdelivery).

The MDA understands that low reimbursement rates have led many dentists to provide pro bono services, rather than deal with the complications of enrolling/credentialing and limited reimbursement. However, we are working to try and develop solutions to this problem, and we would love to hear from you.

Lastly, more than half of dentists who responded to a recent HPI survey indicated that they are experiencing personal challenges with anxiety, financial problems, sleep quality, weight changes and/or depression during COVID-19. About one-third of respondents indicated relationship problems and/or increased alcohol or substance use. If you or someone you know needs assistance, the ADA has compiled some important resources including webinars, hotline numbers and general information here: <https://success.ada.org/en/wellness>

Dentists are also encouraged to take advantage of the Maine Medical Professionals Health Program (MPPH), which provides confidential services to health care professionals challenged with substance use, mental health, and behavioral issues, as well as stress and burnout. For more information, visit <https://www.mainemph.org/> or call 207-623-9266.

1 HPI. COVID-19: Economic Impact on Dental Practices Week of August 24 Results. Available at: <https://iad1.qualtrics.com/reports/RC/public/YWRh-c3VydMv5cy01ZjQ1MmIzOGVhZTMzMjAwMTY4NDA0MzktVVJfNWJWDFFU01ldmNDUIV0>. Accessed October 8, 2020

2 U.S. Bureau of Labor Statistics. Table B-1. Employees on nonfarm payrolls by industry sector and selected industry detail. June 5, 2020. Available at: <https://www.bls.gov/news.release/empsit.t17.htm>. Accessed June 10, 2020

3 HPI. Modeling the Impact of COVID-19 on U.S. Dental Spending- June 2020 Update. Available at: [https://www.ada.org/~media/ADA/Science%20and%20Research/HPI/Files/HPIBrief\\_0620\\_1.pdf?la=en](https://www.ada.org/~media/ADA/Science%20and%20Research/HPI/Files/HPIBrief_0620_1.pdf?la=en). Accessed October 8, 2020

4 Ibid.

5 HPI. Will COVID-19 Weaken the Dental Care Safety Net? September 1, 2020. Available at: [https://www.ada.org/~media/ADA/Science%20and%20Research/HPI/Files/HPI\\_COVID\\_Webinar\\_Sept\\_2020\\_1.pdf?la=en](https://www.ada.org/~media/ADA/Science%20and%20Research/HPI/Files/HPI_COVID_Webinar_Sept_2020_1.pdf?la=en). Accessed October 8, 2020

6 Ibid.

# News from the President's Corner

David Kerr, DDS



## Volunteerism and Dentistry

It is Friday as I write this article for the MDA News. Hoorah! Fridays are my administrative day, so I get a break from wearing my PPE! I don't know about you, but I am relearning my college physics on light refraction and reflection all over again, albeit under a face shield, loupes and shining overhead light .... which brings me to my subject of the day: volunteerism and your profession.

Since reopening our practices using the Maine Dental Association's Re-Opening Guidelines developed by the MDA's Re-Opening Task Force, we have been able to deliver care to our patients again. The guidelines have been used by the state of Maine and Maine CDC for the basis of clinical dental practice in Maine during the pandemic. I have been impressed when I have had to interact with the state agencies with their reliance on these guidelines.

What is even more impressive is these were developed by 12 individuals that came together as volunteers. These individuals were not paid consultants, but rather dental professionals who were all committed to developing guidelines on how to practice safely for our patients and ourselves. The task force was quickly assembled, and they went to work right away. Their efforts resulted in a vital document for practicing dentistry during the pandemic.

This is what is neat about the profession of dentistry - we can shape our future! What we do and say can significantly shape the dental profession's future. We do not have to rely on external forces to shape our profession. We, after all, are the profession and have the knowledge on how to best deliver dentistry - not the insurance companies, not the corporate entities, but all of us working together.

As dentists, we have the specialized body of knowledge to build and create what the profession should look like! If we do not actively participate, we leave a vacuum that will be filled by other entities. We have seen this happen in medicine. You do not have wait to be promoted to "Level 3 - business analyst," for

What we do and say can significantly shape the dental profession's future. We do not have to rely on external forces to shape our profession.

example, as in the corporate ladder, to make a significant difference. We can make a difference out of the gate, right away .... whether you are a new graduate or a seasoned clinician. What a wonderful gift we have!

You know what I like about volunteering? You get to meet really neat people outside of the four walls of your dental office. These people are enthusiastic, love their profession, and are fun to work with. You may not always agree with each other, but you all have a common goal - to create a better world.

I have a confession to make. I was a bit intimidated the first time I volunteered. I wondered, what could I contribute? The leadership seemed to know so much. I didn't understand the way the organization worked. But I took the leap, and it was all so worth

it. I am reminded of a time when I was an adolescent and my high school friends and I decided to make a ski hill behind our house, complete with a rope tow and all. We weren't allowed to use chainsaws (our parents were encouraging, but no chainsaws!), just axes and hand saws. This was a significant project, and we had to thin an overgrown forest. I clearly remember the first day. I had cleared about a 12-foot circle around me. But chop by chop, saw by saw, over the summer, it turned into a ski hill.

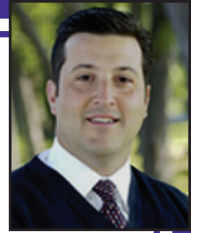
Volunteering is like that. You take a leap of faith. Dip your toe in the water and go for it! I will admit it takes time to volunteer, but it doesn't have to be like the Hotel California (once you're here, "you can never leave").

At the Maine Dental Association, we have developed the concept of fast action teams - you work on a specific project and it is time-limited. If you find you like it, you can do it again. I was reading a few months ago about volunteerism. They found that volunteers make it a habit. I have found it is a fun and rewarding habit! Won't you join us?

I would love to have you call me and volunteer. Have you been thinking wouldn't it be nice to ... or are you interested in .... Give us a call!

# News from the First District Trustee's Corner

Rich Rosato, DMD



## Three Periods

Poet John Donne once said, "No spring nor summer beauty hath such grace as I have seen in one autumnal face." As we New Englanders see the fall's beauty, we are also (as has been the case over the last several months) seeing a different kind of fall, dictated by the uncertainty of the times. Then again, the coming months also offer opportunities for us, as members of organized dentistry, to evolve and embrace new ideas as we pursue the best possible care for our patients.

**FIRST PERIOD:** As many of you likely recall, last year, former New Hampshire Sen. Kelly Ayotte addressed the ADA Dentist and Student Lobby Day attendees. She suggested that a growing number of leaders almost exclusively utilize social media to communicate. Such a trend, she argued, contributes to the negative and often combative political environment that currently exists.

A growing number of states, as well as the ADA itself, appreciate and encourage the use of social media to share the latest information. However, many people also use social media to share their personal political ideas and opinions, and in this arena, it can also be problematic for tripartite leaders.

Right now, the ADA is working with states to help train our current and future volunteer dental leaders on the appropriate use of social media. When we assume the responsibility of being a component or state society officer, trustee, committee or council member/chair or other position of leadership, that mantle follows us onto even our personal social media accounts. Moreover, ADA is a non-partisan organization, one that represents many ideologies. Social media training can help tripartite leaders effectively utilize an invaluable communication tool in such a way that it fosters positive and meaningful discourse.

**SECOND PERIOD:** As they prepared for the first-of-its-kind virtual House of Delegates, every district caucus saw the latest ADA movement toward meaningful dental care for our elderly population. This conversation began nearly three years ago in Hawaii and continued last year in San Francisco. Unfortunately, however, ADA's positive efforts to work with congressional leaders with regards to a potential Medicare dental benefit yielded no fruit, as our delegation was pushed away from the table. Meanwhile, we critically examined the next steps

in the resolutions before the 2020 House of Delegates.

The pandemic and its dramatic impacts on our economy have the unforeseen effect of quieting, at least for the time being, the idea of forcing the creation and imposition of a Medicare dental benefit. Then again, as that push recedes, the ADA has an extraordinary opportunity to replace what appeared to be a runaway train with a smooth-running, well-constructed, and less-dangerous model.

Caring for our elderly population should not be a political issue. Instead, it should take into consideration the viewpoints of every stakeholder, as long as those ideals are focused on the health and well-being of the patients. I am working with my board colleagues, ADA staff, and state leaders to explore in greater depth the opportunity we currently have for providing meaningful care to some of the nation's most vulnerable citizens.

**THIRD PERIOD:** The last six months have been devastating for all of us. However, for some, the last few months' crushing blows have been compounded by the events – natural and man-made – of the last several weeks. In California, wildfires have destroyed a great many homes and businesses as well as that area's beautiful landscape – millions are breathing smoke-filled air as they try to step outside for a moment during the pandemic. In Texas, Louisiana and other parts of the South, residents are sifting through the devastation caused by Hurricane Laura, a storm that will have a major impact on a region already impacted by a recent COVID-19 surge. Meanwhile, in Oregon and Wisconsin, violence, destruction and vitriol continue to rage, muffling the voices of reasonable people seeking to work together to address social injustice issues.

When we see these stories suddenly appear on our televisions and news feeds, it is easy to become discouraged and lose hope. Then again, we as a dental community can do our part to help. We can offer assistance to those who lost loved ones and property to these natural disasters. We can also be part of the overwhelming majority of citizens who prefer discourse over divisiveness and amity over alienation. As dentists, we are blessed with the ability to assess a problem and seek the best possible treatment. This characteristic is useful in the operatory as it is across the country.

As always, it is a great honor to serve as your trustee.

# Do Your Future Self A Favor: Organizing For Actionable HR Advice

BY MICHAEL S. MALLOY, ESQ.

The Malloy Firm

As if it were not enough to reinvent your dental practice overnight and spend a small fortune on new ventilation equipment, PPE, and plexiglass barriers at a time when your practice was shut down, now your staff threatens mutiny. You, the Maine dentist, must become a general in addition to being a doctor, finance director, and therapist. Good grief. It's enough to make the most dedicated provider want to cash out and go study polar ice caps for *National Geographic*. Tell me if you have recently experienced the following situation:

*Ronnie is a longtime employee of your practice. When you were shut down in the spring, you laid him off for lack of work. He collected unemployment, including enhanced benefits while they lasted. He has three kids in elementary school and his elderly mother lives with them. She has COPD. The kids are in school two days a week and the rest of*

*the time, they go to Zoom University. You've asked him to return full-time. When you call Ronnie, he tells you he does not feel safe in light of his mother's condition.*

Ugh. What should you do? Can you cut ties with Ronnie and hire someone else, or do you have to give him additional time off? Should that time be paid or unpaid? Can you require him to come to work on a reduced schedule? Will federal tax credits help you offset the cost if you decide to grant paid leave? What about his health insurance? Can Ronnie sue you if you don't give him what he wants? What if four other people want the same thing, leaving nobody left to serve patients?

As state and federal lawmakers try to provide relief to working families, they have grafted their attempts onto existing employee rights laws including the Americans with Disabilities Act and the state and federal Family Medical Leave Act. Those regimes rely heavily

on employee headcount. Detailed job descriptions are also critical.

When you call your attorney for advice about Ronnie, you know you're going to hear that classic response, "it depends." Of course, you roll your eyes, it always "depends" for lawyers. You need specific advice about what to do. Do yourself a favor: ask if you can answer the following:

- How many employees are in your practice?
- What are all of the job titles in your practice, and what are the essential functions of each position?
- Which of your staff provide medical care to patients and who is administrative?
- What are your existing vacation and sick policies, and how much time do people have on the books?

(continued on page 6)

## Watch Mailboxes For Dues Invoices

Bills for 2021 tripartite membership dues (ADA, MDA and local component society) will be mailed in the next few weeks. Payments are due January 1, 2021.

If you retired in 2020, or plan to retire by January 1, 2021, and have not yet notified the MDA, please do so as soon as possible. It is necessary for members to complete an Affidavit for Retired Membership to allow the MDA Office to change your dues rate.

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

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<sup>1</sup> Data as of March 2018. Comparison of longest average store hours in the regions (MSAs) in which TD Bank operates compared to major banks. Major banks include our top 20 national competitors by MSA, our top five competitors in store share by MSA and any bank with greater or equal store share than TD Bank in the MSA. Major banks do not include banks that operate in retail stores such as grocery stores, or banks that do not fall in an MSA. 35367-LM (04/19)



Members of The Dunn Lab at Massachusetts General Hospital.

## Teeth

(From page 1)

poverty, losing a loved one, witnessing a traumatic event, experiencing a natural disaster, or some other type of stressful event. Unfortunately, these adversities are common, affecting up to 60% of children worldwide. These adversities are one of the strongest risk factors for depression, increasing risk for youth- and adult-onset depression by at least two-fold.

A major challenge scientists currently face is the lack of tools to accurately measure children's exposure to adversity. We need tools that can help us identify not only if a child has been exposed, but also when they were exposed. That's why we are studying teeth as a potential new biomarker of childhood adversity.

Teeth are a promising new biomarker of stress exposure and later risk of mental illness because teeth are one of very few structures in the body that preserve a permanent history of prenatal growth and growth insults, which are determinants of neuropsychiatric disease. Primary tooth mineralization also begins during the second trimester of prenatal life and is completed postnatally during the first year of life, coinciding with some of the earliest periods of brain development.

Previous studies in archeology and anthropology have shown that physical and psychosocial stressors leave a record through their effects on tooth mineralization. Primary teeth could be an ideal biomarker, since nearly every person forms and sheds teeth, the collection of shed teeth is non-invasive,

and teeth are relatively inexpensive to analyze. Teeth provide information about the presence or absence of stress exposure, as well as its timing during development.

There are many different projects we are pursuing to learn more about teeth and the stories they might record. One of our projects is aimed at learning more about parental knowledge, attitudes, and beliefs toward donating their children's shed teeth to scientists, since teeth are so rarely studied. To better understand these barriers and facilitators to participation, we **launched a study called The ACT Project - Parents Sharing Thoughts About Children's Teeth**. As a research participant in this study, parents and primary caregivers are invited to complete a brief web-based survey and then participate in one 60 to 90-minute virtual focus group discussion, or one 60 to 90-minute individual interview by phone. As a thank you for their time, participants receive a \$25 gift card and a copy of *The Science Tooth Fairy*, a children's book written by Dunn Lab members to help engage children in our research.

Thank you for this opportunity to share our work with you. If you are interested in participating in our study or partnering with us on our research, you can contact a research coordinator at [617-643-0916](tel:617-643-0916) to learn more, or email Dr. Erin Dunn directly at [dunnlab@mgh.harvard.edu](mailto:dunnlab@mgh.harvard.edu). You can also encourage your patients, friends, and colleagues to do the same.

**Eligibility survey:** <https://redcap.partners.org/redcap/surveys/?s=A83NWN4JCA>  
**Website:** <https://teethforscience.com/>

## Malloy

(From page 5)

- Do your existing leave policies classify leave between vacation and sick, or is it simply generic PTO?
- How long has each staff member worked for you? How many hours did they work in the past year?

If you cannot answer these questions, I advise you to take the next available Saturday morning to figure it out. Assemble and review your policies. If you have a practice manager, they can assist, but you, the owner, must take the time to review the information. Make a cheat sheet. Consider whether your job descriptions (you do have job descriptions for every position, right?) omit important new requirements imposed by COVID. Keep this information handy. Your future self will thank you.

While I'm sure this is hardly the kind of work that you, the exhausted and intrepid dental warrior, want to do amidst the pressures of production and maintaining a safe environment, it is critical for your ability to address HR issues promptly and with confidence.

*Michael Malloy practices dental law in Auburn, where he represents Maine dentists in business matters from practice startup and financing, to HR, retirement issues, and protecting their life's work. You can reach him at 207-333-6700 and [mms@malloyfirmmaine.com](mailto:mms@malloyfirmmaine.com). This column is presented for general informational purposes only and does not constitute legal advice. Employment law is highly fact-specific, and, like everything else in 2020, changes often. For specific legal advice, contact counsel.*

**Call the MDA  
 at 207-622-7900  
 Fax 207-622-6210  
 Email [info@medental.org](mailto:info@medental.org)**

## CE Series

(From page 1)

Here are the remaining courses in the MDA's 2020-2021 Continuing Education Series (Hygienist/Assistant/Staff and Allied Dental Team Member Package Plan Courses are indicated by \*; All courses are in the Dentist Package Plan):

- November 20, 2020 - *Connections Between Oral Health and General Health/From Basic Science To Hard and Soft Tissue Regeneration/Dental Implants in the Esthetic Zone - Dos and Don'ts/Treating Edentulism - Lessons Learned* - Dr. Nadeem Karimbux and Dr. Hans-Peter Weber (This course will be held virtually via Zoom)\*
- December 11, 2020 - *Allergies and Dentistry/Drug Interactions and the Top 30 Drugs Your Patient Is Taking* - Dr. Ronald Brown (This course will be held virtually via Zoom)\*
- March 26, 2021 - *Technology In Your Dental Practice/Diagnosis, Planning,*

### SAVE THE DATE - MDA 2020-2021 CE SERIES

- November 20, 2020
- December 11, 2020
- March 26, 2021
- April 16, 2021
- May 21 and May 22, 2021 (MDA Convention)

*and Treatment Using New 3D Technology* - Dr. Paul Feuerstein (Maple Hill Farm Inn and Conference Center, Hallowell - subject to change)

• April 16, 2021 - *Anterior All Ceramics: From Case Selection to Cementation* - Dr. John Nosti (Maple Hill Farm Inn and Conference Center, Hallowell - subject to change)

• May 21, 2021 - *Five Patient Lifestyle Habits That Influence Healing/Do Your Patients Have The Guts To Enjoy Oral Health?* - Dr. Uche Odiatu (MDA Convention, Harborside Hotel, Spa & Marina, Bar Harbor - subject to change)\*

• May 22, 2021 - *25 Shades of Grey & A Lot Less Risqué/Great Cases With New Faces* - Dr. John Svirsky (MDA Convention, Harborside Hotel, Spa & Marina, Bar Harbor - subject to change)

You will be required to register for courses for the MDA Convention separately. Convention registration will be available at a later date.

Dental team members who participated in the 2019-2020 Package Plan will receive a \$100 discount on a 2020-2021 Package Plan.

For more information on courses, and to register, go to [www.medentalce.org](http://www.medentalce.org).



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— Shanna Gagnon, D.M.D.,  
Farmingdale, Maine



# Deadline Nov. 6 To Apply In Latest Round Of Provider Relief Funding

## FROM ADA NEWS

The U.S. Department of Health and Human Services opened the Provider Relief Fund portal earlier this month for dentists to apply for the next round of funding.

That followed the Oct. 1 announcement that HHS would be allocating \$20 billion in new funding for health care providers, including many dentists. The Provider Relief Fund was established by the Coronavirus Aid, Relief and Economic Security Act — known as the CARES Act — and allows dental providers to apply for payments made for health care-related expenses or lost revenue attributable to the pandemic.

The funds, distributed through the Health Resources and Services Administration, are part of the Phase 3 General Provider Relief Fund. The deadline for eligible dentists to apply for funds is Nov. 6.

The ADA has updated its FAQ to assist dentists in applying.

Under the new Phase 3 general



distribution, HHS said dental eligibility will be determined by two criteria. Dentists who just began practicing Jan. 1, 2020, through March 31, 2020, are the only newly eligible dentists who will be able to submit applications. Previous eligibility restrictions also apply, such as validating their Taxpayer Identification Number (TIN) as step one in the application process.

The second criterion applies to any dentist who previously applied, accepted or rejected payments from the fund. For these dentists, HHS indicated that if they didn't already receive the full 2 percent of patient revenue payment,

they can now apply. In addition, all dentists who previously applied, even if they already received the full 2 percent of patient revenue payment, can apply for an additional payment. This additional payment to any previous applicant will help all providers who sustained significant added expenses and/or revenue losses as a result of COVID-19, the department said.

HHS said that “the actual percentage paid to providers will be in part dependent of how many providers apply in Phase 3, and will be determined after the application deadline.” The department has posted a step-by-step guide on how to apply on its website at [www.hhs.gov](http://www.hhs.gov).

Dentists with questions should contact the HHS Provider Support Line at 1-866-569-3522 during their hours of operation from 7 a.m. to 10 p.m. CT Monday-Friday.

For more information about the American Dental Association's advocacy efforts during the COVID-19 pandemic, visit [ADA.org/COVID19Advocacy](http://ADA.org/COVID19Advocacy).

## ADA Reaffirms Position On Amalgam

### FROM ADA NEWS

The ADA reaffirmed its position that dental amalgam is a “durable, safe and effective” restorative material in response to the U.S. Food and Drug Administration's Sept. 24 statement that existing evidence shows that dental amalgam is not harmful to the general population and treatment options should be thoroughly discussed by the patient and dentist.

The FDA did note that ongoing research into amalgam and alternative restorative materials is necessary, something which the ADA also supports. The ADA also expressed support for the FDA recommendation that “existing amalgam fillings in good condition should not be removed or replaced unless it is considered medically necessary.”

**The MDA office will be closed:**

- **November 11 (Veterans Day)**
- **November 26 and 27 (Thanksgiving Holiday)**
- **December 25 (Christmas Holiday)**



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# MDA 2021 Convention Planned For May at Harborside in Bar Harbor

The MDA is looking forward to its 2021 Maine Dental Association Annual Convention, May 20-22, at the Harborside Hotel, Spa, and Marina in Bar Harbor (\*subject to change, pending COVID-19 information).

Nestled on picturesque Frenchman's Bay, the Harborside Hotel, Spa & Marina is minutes from Acadia National Park and other Mount Desert Island activities and sights, is located steps from Bar Harbor's downtown.



Dr. Uche Odiatu and Dr. John Svirsky will both be presenting at the event.

Dr. Odiatu will speak on the topics "Five Patient Lifestyle Habits That Influence Healing" and "Do Your Patients Have The Guts To Enjoy Oral Health?"

Dr. Odiatu is the author of "The Miracle of Health," a professional member of the American College of Sports Medicine and a practicing dentist in Toronto. He is a National Strength and Conditioning

Association certified personal trainer, and has given over 400 lectures in England, Canada, the United States, the Bahamas, Denmark, Bermuda, and Norway.

Dr. Svirsky will present "25 Shades of Grey and a Whole Lot Less Risqué" and "Great Cases with New Faces."

Dr. Svirsky is a board-certified oral and maxillofacial pathologist at Virginia

Commonwealth University, and has developed a broad background in research, published numerous articles in dental literature, and earned a master's degree in adult education. He is a sought-after speaker, with an international reputation as an informative and entertaining lecturer. He has received a presidential citation from the American Dental Association for significant contributions to the health

*(continued on page 11)*

**YANKEE**  
DENTAL CONGRESS

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## Convention

(From page 10)

of the public and the profession of dentistry.

Dr. Odiatu's presentation will be offered on Friday, May 21, and is part of the 2020-2021 Dentist Package Plan and the 2020-2021 Hygienist/Assistant/Staff Member Package Plan.

Dr. Svirsky's presentation will be offered on Saturday, May 22, and is part of the Dentist Package Plan.

The annual Risk Management Seminar will be offered Thursday, May 20 at the Harborside from 12:30 to 5 p.m. The Risk Management Seminar is not part of any Package Plan.

Exhibitors will also be in attendance at the convention on Friday, May 21.

Watch for convention and Risk Management Seminar registration forms to be coming soon, as well as the 2021 Annual Convention brochure.

## Allied Dental Team Members - Join For 2021

The Maine Dental Association has added hygienists, assistants, lab technicians, and dental office staff members as allied dental team members.

The MDA feels that the Association can only become stronger by including all dental professionals.

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



## ALLIED DENTAL TEAM

- 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.

If you would like to become a MDA allied dental team member for 2021, or for more information, go to [www.medental.org](http://www.medental.org) and click on Allied Dental Team Info, or call (207) 622-7900.



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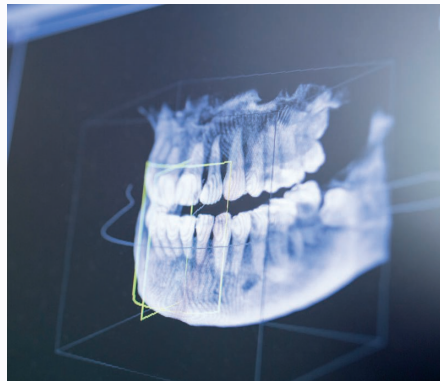
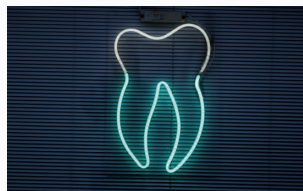


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**FROM SIX FEET AWAY,  
WE CAN STILL SMILE AT EACH OTHER.**

From opposite sides of the street and opposite sides of the country, through fear and frustrations, and masks, we can still smile at each other and remind each and everyone of us that we are still here for each other; because we can still smile with each other and we're not going anywhere.



Be sure to watch our **SMILES** video at [NortheastDeltaDental.com](http://NortheastDeltaDental.com)

# News and Notes

**HELLO**

## New Members

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

**Dr. Kelly Barbera**  
6 Wellspring Rd Ste 105  
Biddeford, ME 04005  
O=207-494-7301

**Dr. Jay Beagle**  
63 Burbank Lane  
Yarmouth, ME 04096

**Dr. Sameera Bhandari**  
840 Roosevelt Trail  
Windham, ME 04062  
O=207-894-5580

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

**Dr. Laura Callan**  
190 Park Ave  
Portland, ME 04102  
O=207-874-1028

**Dr. Nicholas Camic**  
26 Cross St  
Auburn, ME 04210  
O=207-784-7355

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

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

**Dr. Michael Hatton**  
5 Webhannet Pl  
Kennebunk, ME 04043  
O=207-985-2800

**Dr. Chelsea Johnston**  
300 Technology Way  
Scarborough, ME 04074  
O=207-883-4203

**Dr. Wesley Mills**  
227 River Rd  
Arundel, ME 04046

**Dr. Jacob Nichols**  
163 Pleasant Ave  
Portland, ME 04103  
O=207-771-2093

**Dr. Kristian Richardson**  
440 Narragansett Trail  
Buxton, ME 04093  
O=207-929-3900

**Dr. Andrew Rutter**  
1662 Post Rd Ste B1  
Wells, ME 04090  
O=207-646-2520

**Dr. Adam Saltz**  
254 Western Ave  
South Portland, ME 04106  
O=207-774-5527

**Dr. Cameron Seymour**  
27 Millett Drive  
Auburn, ME 04210  
O=207-784-1577

## Roster Corrections

**Dr. Matthew P Green**  
Oral and Maxillofacial Surgery  
211 Mount Auburn Ave  
Auburn, ME 04210-8521  
P: (207) 514-7171 - F: (207) 514-7177  
maineomfs@gmail.com

**Dr. Nikhil Mallick**  
Endodontics  
1 Cumberland Pl Ste 202  
Bangor, ME 04401-5088  
P: (207) 573-1243 - F: (207) 573-4791  
nikhil.mallick@gmail.com

**Dr. John R Mason**  
24 North Rd  
Bethel, ME 04217-4421  
P: (207) 233-8553  
jrmds@megalink.net

### **MDA Virtual Business Meeting**

**October 26, 2020  
7:00 PM**

*Call to meeting notice,  
agenda, and proposed  
bylaws changes have been  
emailed to all members.*

*Please contact the office  
if you have any questions.*

**COVID-19 Info Online**  
[www.medental.org/covid](http://www.medental.org/covid)

*The MDA expresses its condolences to the families of Dr. Joe Beasley, Dr. Alison Poulin,  
and Dr. Joseph Quinn.*

# Maine Dentist Finds Associate With Help From ADA Practice Transitions

## FROM MDA NEWS

When Dr. Shanna Gagnon, who practices in Farmingdale, was looking for an associate dentist to join her practice, she considered one factor as the most important in finding a successful hire: practice philosophy.

“Personality definitely plays a role as well, but if the doctor and the new associate do not have the same philosophy of care, it will not work out,” she said.

To ensure she found an associate with a similar practice philosophy in her search, Dr. Gagnon decided to try a new service offered by the ADA a try.

“I took the ADAPT application very seriously and put a lot of thought into it as I filled out my profile,” she said.

“I figured that the more complete and honest the profile, the more likely I would be matched with the right candidate.”

In July, Dr. Gagnon officially welcomed Dr. Jessica Sikora to her practice, Gagnon Dental. The two were matched by ADA Practice Transitions (ADAPT), a service backed by the ADA focused on helping dentists make the process of joining or leaving a practice predictable and successful. This occurred as Dr. Sikora neared graduation from the University of New England College of Dental Medicine earlier this year.

Maine was one of two ADA Practice Transitions early pilot states, the other being Wisconsin,

Starting this month, dentists nationwide are able to take advantage of ADAPT like Drs. Gagnon and Sikora.

Dr. Gagnon, who serves on the Maine Dental Association Board of Directors, was impressed by a presentation on ADA Practice Transitions last fall, and began her profile right away.

“I could not be happier with my new associate, Dr. Sikora,” she said. “It is very obvious that the ADA has done their homework in attempting to set up a



**Drs. Gagnon (left) and Sikora at their practice in Farmingdale.**

successful matching service.”

Through ADA Practice Transitions, dentists receive:

- Matches with dentists or practices that aligns with their personal and professional goals
- Step-by-step support from a dedicated ADA advisor
- Customized resources and help defining the right path

ADA Practice Transitions helps retiring owners find the right person to continue to care for their patients, and helps owners hire associates who share a similar philosophy of care, ensuring a successful transition and continuity of care for patients.

ADA Practice Transitions includes an online profile with demographic information, a personality assessment, and a detailed section that helps a dentist articulate their philosophy of care — their unique approach to dentistry.

The assigned ADA advisor is there to help facilitate the process and foster a positive relationship for both parties. The ADA advisor guides participating dentists through each step to ensure they feel confident they are connected with the right dentist.

“One of the most important things I was looking for (in an associateship) was to connect with a doctor who was willing to be a mentor to me,” said Dr. Sikora. “I was looking for someone who would not be annoyed if I had a question about a case but would rather be excited to teach me how to approach the case. At the same time, I wanted to make sure that the doctor I worked for was not too hands on because I also need to build my independence and confidence.”

“Dr. Gagnon has been even more wonderful than I could have imagined,” Dr. Sikora added. “I could not have dreamt of a more perfect fit for me.”

In addition, ADA Practice Transitions protects the confidentiality of participating dentists. Unlike a typical classified or online posting, ADA Practice Transitions profiles cannot be seen by everyone. Rather, an advisor will show both dentists only the basic profile details, including general location and essential practice information, plus philosophy of care statements. Identifying information, such as names and photos, is blocked out.

To learn more about ADA Practice Transitions, visit [ADAPracticeTransitions.com](http://ADAPracticeTransitions.com).

# Maine Dental Association Preferred Business Partners

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Aerus is an air, water, and surface purification company. Aerus offers a full line of purification products that can be customized to fit clients' needs, including installed and portable units.

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**Portland location: (207) 871-8610**

## Androscoggin Bank



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.

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[rwesthoven@androscogginbank.com](mailto:rwesthoven@androscogginbank.com)/  
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## Bangor Payroll



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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 for payroll, tax, time and labor, human resource, and compliance functions. **For more information, go to [www.bangor.com/payroll](http://www.bangor.com/payroll), or contact Nick Dyer at (207) 332-8466 or [nicholas.dyer@bangor.com](mailto:nicholas.dyer@bangor.com).**

## 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, consulting, business transitions,

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**Fax or email a recent credit-card processing to [CompareRates@BestCardTeam.com](mailto:CompareRates@BestCardTeam.com) or 866-717-7247 for a no-obligation savings analysis. Call 877-739-3952 for more information.**

## Cross Insurance



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](http://www.crossinsurance.com).**

## The Dentists Supply Company



TDSC is a dentist-led organization built to provide consistent, competitive pricing on dental supplies to members of organized dentistry, regardless of practice size. Dentists have saved millions through [tdsc.com](http://tdsc.com).

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## Doctors Disability Specialists



Doctors Disability Specialists helps dentists and dental students understand and navigate the world of disability

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**Contact:**

**James Kachmar (207) 671-2216;**

**[james.kachmar@ddsteam.net](mailto:james.kachmar@ddsteam.net)**

**Tyler DeStefano (978) 907-6002;**

**[tyler.destefano@ddsteam.net](mailto:tyler.destefano@ddsteam.net)**

## D.P. Porter Contractors



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## Lexicomp



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*(continued on page 17)*



Business Partners page at [www.medental.org](http://www.medental.org) to learn more.

## The Malloy Firm



THE MALLOY FIRM  
*Attorney. Advisor. Advocate.*

The Malloy Firm has helped a number of dentists statewide with mergers and acquisitions, and other strategic matters like associate contracts, non-compete agreements, commercial loan and real estate transactions, and employee relations and compliance. We also provide estate planning and wealth preservation services. Call (207) 333-6700; [www.malloymaine.com](http://www.malloymaine.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](mailto:Kendrick@optimumbuilds.com);  
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Read the full story at [optimumbuilds.com](http://optimumbuilds.com)

## Patterson Dental



Patterson's history of serving dental professionals dates back to 1877. 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.

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## ProSites



ProSites, Inc. is the technology leader in website design and digital marketing

services tailored to the needs of dental professionals. In addition to content for patients, ProSites websites also include features that help streamline patient communications and increase appointment requests. For more information, and to request a free demo, visit [www.prosites.com/MaineDental/](http://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; OSHA-required training; OSHA health and safety audits; preparation and updates of OSHA-required safety plans; and medical records destruction. Contact Kevin McManus at [kmcmamus@rcpm.ilc](mailto:kmcmamus@rcpm.ilc) or 781-254-5727.

## Solmetex



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 of dry amalgam waste, lead, biohazard, and sharps disposal.

Customer Care: 800-216-5505;  
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Email: [sales@solmetex.com](mailto:sales@solmetex.com)

## Taylor Singer Madden Group at Merrill Lynch



The Taylor Singer Madden Group at Merrill Lynch builds customized retirement solutions for dental practices. We work hand in hand with practice owners and their employees to help replace their retirement income in a much more tax-efficient manner. Go to: [fa.ml.com/mainemaine/portland/](http://fa.ml.com/mainemaine/portland/)

[taylor-singer-madden-group/](http://taylor-singer-madden-group/)

## 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. Go to [www.thethomasagencyinc.com](http://www.thethomasagencyinc.com) or contact Jon King at [jkking@thethomasagencyinc.com](mailto:jkking@thethomasagencyinc.com) or (207) 772-4659.

## UBS Financial Services



Rich DeMarco, an experienced 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](mailto: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:  
Kathy Sukley - (207) 239-3662  
[Kathleen.Sukley@usi.com](mailto:Kathleen.Sukley@usi.com)

Go to the Preferred Business Partner page at [www.medental.org](http://www.medental.org)

# Classifieds

## ASSOCIATE/OPTION FOR PARTNERSHIP

Soar with eagles on the rugged coast of Maine, with a dynamic team in a beautiful, state-of-the-art facility - implants and hybrids, lasers, Cerec, sedation. One dentist, 1.6M gross. Associate position available, with option for partnership. Email james.sparaga@machiasdental.com.

## JOIN TEAM AT DENTAL PRACTICE

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Knowledge of Cerec, advanced occlusal concepts, implants and Invisalign are important. Must have excellent interpersonal skills and treat the team and patients well. Due to our advanced case load, the ideal candidate would have several years of experience, work well under pressure, multi-task, take feedback well and truly desire to be the best.

High earning potential with option to buy-in (to be discussed at interview). Please email resumes to lawlor.benjamin@gmail.com, as opposed to calling the office. Thank you.

Job Type: Full-time  
Salary: TBD

## DENTAL EQUIPMENT FOR SALE

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

### Dental Cabinets

Kraftmaid melamine off-white cabinets, Corian countertops (mocha, black, off-white color). 100' L x 36' H x 27' D countertop with molded sink; base cabinets and drawers, 3 top cabinets to match. Island cabinet and counter 43.75' L x 36' H x 17.5' D top cabinets (which open from either side), base cabinet with drawers and pull-out shelves. A desk-height cabinet/countertop with sink, trash receptacle, drawers, cabinet with a counter overhang for computer. 58' L x 30' H x 19.5' D. Moen faucets included. Excellent condition. \$1,500 for all. Photos by request.

### Dentsply Professional Midwest

- (1) low-speed handpiece (Rhino XP)
- (2) U-style adapters for use with disposable proph angles
- (1) contra angle sheath
- (1) push-button latch angle for burs with latch capabilities

Asking \$739 - plus I am adding in another Midwest low-speed Rhino XP handpiece that needs repairing. All of this for \$739.

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

## PRACTICE FOR SALE

South Portland practice for sale. Great location off Western Avenue. 7-operator, busy digital practice. Owner-owned condominium. Contact longcreekdental@maine.rr.com.

## ORAL SURGERY PRACTICE FOR SALE

Northern Maine - well-established, turnkey oral surgery practice for sale. Includes 3 operatories, 3 recovery rooms, and all the equipment. Building also includes a 3-bedroom apartment on second floor. Contact Dr. Ed Laga at (207) 551-9292 or email elagajr@aol.com.

## ASSOCIATE DENTIST POSITION

Looking for an associate dentist in a fast-paced office - someone with the ability to exhibit great communication skills and the drive to help better the practice. PPO-based! Part time, option of full time in future. Email cscruggs@rooseveltdentalme.com.

## DENTAL HYGIENIST

We are a well-established, high-quality general dentist office in Kennebunk, with a team-oriented and experienced staff and great patients, looking for a friendly and enthusiastic dental hygienist who is currently licensed in the state of Maine. Work benefits include a highly competitive hourly rate, retirement plan, paid time off, and more. We prefer at least one year of hygiene experience, with additional knowledge of digital x-rays and Eaglesoft computer system. We are currently seeking someone who can work 3-4 days per week. We are strictly following COVID-19 protocols for safety, as outlined by the ADA, MDA, and CDC. We look forward to hearing from you. For immediate consideration, contact Karen Hall at (207) 985-3500 or xray@hall-dental.com.

## OFFICE CLOSING - ITEMS AVAILABLE

Office closing, many items. Extraction instruments, scalers, placing instruments, lab supplies, press former, handpieces, stools, treatment chairs, lights, Dentsply Cavitron Jet (many tips), Ultradent products, amalgamators, alginate II, lathe, x-ray aprons with collars, hygiene supplies, x-ray film, Peri Pro III developer. Call or text (207) 462-0541, e-mail debeaudoin46@icloud.com.

## FREE ORTHODONTIC CHAIRS

FREE orthodontic chairs - doctor recently retired. There are 10 orthodontic chairs, with associated doctor chair. Four treatment chairs from the main operator, two from the hygiene room, and four from a closed satellite office. Pictures available upon request. Email interest to mjb04769@gmail.com.

## VOLUNTEERS NEEDED

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

## PEDIATRIC CHAIR AND EQUIPMENT

Paid \$10,000 - asking \$4,000, used 5 years, purchased from Henry Schein:

- Royden PD2 Pedo Patient Chair
- Royden 9920 Adapter, for 12-foot post
- CPIINT Pro 031-C-110 Right Pro 31 Unit w/Euro Head w/asst inst.
- CPIINT 1080 Alligance Sgl. Tray Arm Asy
- CPIINT 1244 Light on curved post, 110v
- CPIINT 70-30275-1 40-inch light post - 1248
- Dental Assistant Chair

Call 377-7003 for information.

## FQHC DENTIST

Sacopee Valley Health Center is seeking a dentist with the passion and skills to deliver high quality care. We are a federally qualified health center, providing care to our communities since 1976. Today, you will join a health care organization and staff of 70 employees delivering medical, dental, and behavioral healthcare to close to 6,000 patients.

This is a full-time position with a competitive salary and benefits package, including health, dental, disability and life insurance, 401k retirement plan, and a generous paid time off plan. Dentists are eligible to apply for NHSC loan repayment. Send resume to lwatson@svhc.org or mail to: Director of Operations, Sacopee Valley Health Center, 70 Main St, Porter, ME 04068.

## BUSY SMALL GROUP PRACTICE FOR SALE

Beautiful, bustling small group practice with all the tech - busy, fully updated 9-operator practice right in the heart of Mid-Coast. All the bells and whistles, with systems and a dedicated team that ensures quality and efficiency. \$1.5M in annual collections, with potential to grow! Mention "Mid-Coast" to kreklingb@ada.org.

## OFFICE ITEMS/EQUIPMENT FOR SALE

Air Techniques Mojave V3 EVAC - 5 years old - \$3,700

A-dec 300/545 12 o'clock assistant's table - 9 years old - \$1,000

2 A-dec Priority 1005 chairs (old, but work), blk - \$500 each

1 A-dec halogen track light - \$500

Contact johnjilluminati@gmail.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.

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

# Ways Dental Offices Can Make Payments A More Contactless Affair

BY PHILLIP NIETO  
PRESIDENT, BEST CARD TEAM

As dental offices adjust to COVID-19 realities, one area to minimize physical contact with patients is in the payment process.

## USE WHAT YOU HAVE

Did you know that most credit card terminals that accept EMV chip cards also probably accept contactless payments? Contactless cards and cards saved via smartphone digital wallets (ApplePay®, for example) are an option that most practices don't even know that they can accept - look for a contactless symbol on your equipment. Note that while your terminal may be capable, your processor may need to update the device software to turn on the

capability. Contactless card payments start like normal transactions, but will allow patients to hover their card or smartphone near the card reader rather than physically touching the device. Money will change hands without actually touching hands. You might even consider eliminating having patients sign the receipt, as Mastercard and Visa no longer *mandate* this step. However, a signed receipt provides protection for you in the event of a chargeback (a charge disputed by the cardholder) - being able to produce a signed receipt for the transaction will always go a long way to answering any such complaint! Therefore, you must weigh the relative risks for your practice.

## ACCEPT WEBSITE PAYMENTS SECURELY

Taking payments securely through your

website can be easy and inexpensive; Best Card's online system gives every office a secure way to accept payments without any buildout cost or secure payment hosting fees. Best of all, using those secure payment pages can also extend to emailed invoices. Those same systems also will allow for recurring payments if you offer patients payment plans.

## REACH OUT TO SOMEONE FOR HELP

Best Card is the preferred credit card processor of the MDA and ADA Member Advantage. We save the average practice \$3,256 per year (24 percent) on their processing fees and we're happy to explain payment options. Call us at 877-739-3952 or visit [BestCardTeam.com](http://BestCardTeam.com) for more information.

## Classifieds

### SEEKING DENTAL HYGIENIST

Established practice in Wells seeking dental hygienist. Patient hours are from 7:30 am-4:30 pm. Ideal candidate is able to work at least Tuesdays and Thursdays, with potential for additional days. We can be flexible for the right candidate. We offer an extremely warm, friendly work environment with a wonderful staff and great patients. Excellent salary and benefit potential commensurate with experience. If you're looking for a change, or perhaps prefer the flexibility afforded by a reduced work schedule, we would enjoy hearing from you! We are open to interviews with new graduates. Call 207-646-2520 or email [wellsdentalmaine@gmail.com](mailto:wellsdentalmaine@gmail.com).

### ASSOCIATE DENTIST

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](mailto:davidpierdmd@gmail.com).

### 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!

### GENERAL DENTIST - HEALTH CENTER

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

### USED X-RAY UNIT FOR SALE

For sale: Used Planmeca Promax panoramic x-ray unit. \$500 or best offer. Office uses phosphor plates for image scanning. Purchaser will be responsible for disassembly, shipping, and installation at site. Office is closing. Dentist is retiring.

Geoff Wagner  
Falmouth Shopping Ctr.  
Falmouth, ME  
O:207-781-4625; C:207-272-0700

### 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](mailto:TOh@caringhandsofmaine.org).

### ORAL SURGEON, ENDODONTIST, PERIODONTIST, ANESTHESIOLOGISTS

Acadia Advanced Dentistry is a specialty clinic that 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](mailto:TOh@caringhandsofmaine.org).

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



MAINE DENTAL  
ASSOCIATION

## **The MDA's 2020-2021 CE Series Has A Variety of Courses For the Entire Dental Team**

Course Topics Will Include:

- **Dental Implants/Hard and Soft Tissue Regeneration**
- **Allergies and Dentistry/Drug Interactions**
- **Technology In Your Dental Practice**
- **Cosmetic Dentistry**
- **Patients' Lifestyle/Health**
- **Oral Radiology/Lesions**

**NOTE: Some courses will be held virtually. Venues are subject to change.**

**Package plans and individual registration available. To register, or for more information, go to [www.medentalce.org](http://www.medentalce.org)**