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MDA NEWS

MAINE DENTAL ASSOCIATION

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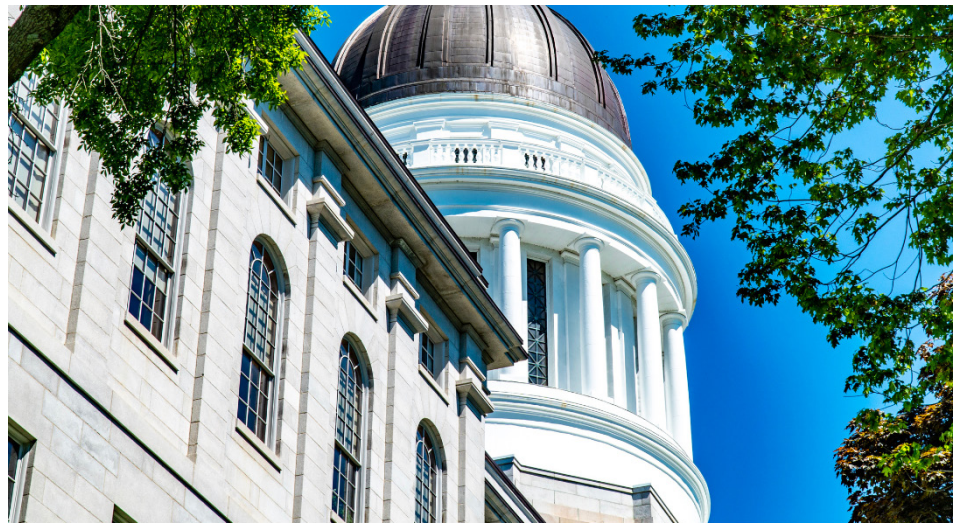
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MDA MISSION STATEMENT:

To support members in achieving excellence in dentistry

MDA VISION STATEMENT:

To be leaders in oral health in Maine



HOW CareCredit® ALMOST BECAME ILLEGAL IN MAINE

Therese Cahill

Executive Director, Maine Dental Association

CareCredit®, a popular healthcare financing option, recently faced a major legislative challenge in the state of Maine. The program, which allows patients to pay for medical expenses over time with special financing options, was at risk of being against the law due to several issues, including the belief healthcare providers were encouraging patients to sign up for medical credit cards while in challenging stages of receiving or requesting care and were not explaining the “deferred interest” portion of these medical credit cards.

LD 2174 *An Act to Protect Consumers from Predatory Medical Credit Cards* was introduced to the legislature in January. Many member dentists provided in-person and written testimony at the Public Hearing on February 29th. At this Hearing, the Chair and other members of the Health Coverage, Insurance, and Financial Services (HCIFS) Committee stated it was not the bill's Sponsor's intent to include veterinarians and dentists. This belief carried over until a week later, the day before the Work Session for this bill, the Sponsor (Senate President Troy Jackson) reached out to let us know while veterinarians were still excluded, dentists were back in the bill. Soon, we found out why.

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TURNING ATTITUDE INTO GRATITUDE

Shanna L. Gagnon, DMD
President, Maine Dental Association

A few weeks ago, I saw a well established patient for two broken molars. She had seen my father for many years before I joined the practice 19 years ago. I knew she had always been fearful of the dentist – a result of bad experiences as a child. She had never met my “newer” assistant, Sarah, who joined me just over two years ago, and I wanted to ease her mind. I introduced them, and she turned to smile at Sarah as she said hello. I explained to Sarah that the dental chair was not her favorite place, and reassured her that we would take excellent care of her. She explained her problem teeth – both were molars with broken cusps in fairly heavily filled teeth. She reported that she’d had no pain with either, but she was very upset today, as she’d resigned herself to the idea that both teeth would need to be extracted. She was certain that they were not restorable.

We obtained periapicals of both teeth to confirm that she had no infection with either tooth. I questioned her at length about both, and then performed an examination to determine restorability. In both cases, she had no decay present in the tooth whatsoever. These were both “run of the mill” cusp fractures that occur in molars as teeth age due to repetitive stress and wear. I explained to her that there was always a possibility of needing root canals with either tooth if symptoms developed, but that I was happy to fill both teeth for her and we would monitor both in the future. Ideally, both teeth needed crowns, so we discussed this as well.

When I asked her if she wanted me to try to fill both teeth, she turned to me and paused. I have taken care of her for many years, and expected her to be somewhat upset about the news regarding her fractured teeth. Instead, she totally surprised me. She said that she fully expected me to inform her that both teeth would need to be extracted, and she was upset at the prospect of losing both teeth. She was thrilled that I considered them to be restorable, and gave consent for me to fix both. What she said that really struck me was, “I’m just so happy that you can fix my teeth! I thought you’d tell me that they needed extracting. I know I used to be so fearful of coming, but today... I just want you to know that I have changed my attitude to gratitude.” While I fixed her teeth, the phrase “changed my attitude to gratitude” kept echoing in my head. I completed the fillings, and she thanked me with a huge smile.

For the last few weeks, this phrase has been stuck in my

head. It applies to SO many aspects of life. We take so many things for granted, and we expect so many things to just “happen” because they always do. Our lives are filled with people who provide services for us, and of course they are paid for these services... but one of the most important things that we can do express our thanks is to actually acknowledge the person helping us by looking them in the eyes and saying “thank you.” Thanking an individual for something that they have done takes very little time and does not cost anything, yet it has a profound effect on the individual helping or providing service for that person. With the constant rise of digital over personal interactions, we fail to remember this very important aspect of the Golden Rule.

For me, one of the most gratifying aspects of dentistry is helping people – I help educate them about how to improve their oral hygiene, I help them understand the importance of addressing and treating issues that arise in their mouths, and I help to restore their teeth functionally and esthetically. When a patient thanks me for helping them, it means a lot to me as a provider. At our recent MDA Strategic Planning session, we started out our day with a Personality test, which revealed that I am a Stabilizer – one who focuses on strengthening and building relationships, one who asks and actively listens to the feelings of others and helps them feel comfortable. What I also learned in this personality test was that Stabilizers crave recognition and appreciation for things that they do for others. While not all personality types need ongoing acknowledgment for what they do for others, I think that it is so important in this world that we are living in right now. Each and every person encounters problems of all sorts every day. When we thank each other, we are creating positive energy and reassuring others that what they do matters to us. Changing attitude into gratitude makes our dentistry and our world a better place!



HOW CareCredit® ALMOST BECAME ILLEGAL IN MAINE CONTINUED

continued from front page

Perhaps the most talked about “evidence” of patients not being told about CareCredit’s® deferred interest was the examples of certain outdated websites which did not include the language around the deferred interest and therefore raised concerns about false advertising within the healthcare field. A screenshot of one of these websites was included in an advocacy organization’s testimony. As it turns out, the website belonged to a dental practice. I was later informed there were more than a handful of dental offices who had incomplete and outdated information on their websites, including the phrase “No Interest Financing” when referencing CareCredit®, without fully explaining the deferred interest part of the equation.

Over several months and as a result of many, many conversations with the Sponsor, the Committee, and other interested parties, Senate President Jackson proposed several revisions to his bill. The many revisions kept CareCredit® as a viable financing option for healthcare services, but with multiple restrictions on both providers and credit reporting agencies. The “final” revision was voted out of the HCIFS Committee as Ought Not to Pass 7-6. It then spent several days, with additional language changes being made, going between the Senate (voting Ought to Pass) and the House (voting Ought Not to Pass).

Finally, on April 15th, it was put into “Non-Concurrence”, which means the bill is dead due to disagreement between the Chambers.

So, essentially, after all that, no changes to the law around medical credit cards will be made. However, awareness has risen, and the situation serves as a reminder of the importance of keeping information up-to-date and being vigilant about advertising practices. Many patients rely on the internet to learn about healthcare financing options, and if a dental practice’s website is not current, it can lead to confusion and frustration. Healthcare financing programs like CareCredit® play a vital role in helping patients afford necessary medical treatment, and it is crucial that they are able to continue operating in a responsible and ethical manner.

We usually like to get the Winter Edition of the MDA News out to you before now; however, with the constant evolution of this bill and the impact it could have on dental practices and patients across Maine, we held this publication until we could provide the final update on issue.

HOW PROMOTIONAL FINANCING EDUCATION HELPS YOUR PATIENTS PRIORITIZE THEIR ORAL HEALTH

CareCredit, for Providers

With today’s high cost of living, it’s no surprise that our health and wellness costs are being impacted too. For people seeking dental care specifically, costs can have a significant influence on their oral health decisions, preventing some from getting the dental care they want and need. Findings from Synchrony’s Dental Lifetime of Care study¹ reflect that 92% of respondents would consider holding off on general dentistry because of the cost.

Keeping this in mind, it’s incredibly valuable to have conversations and share resources with patients about the payment options that are available to them through financial assistance programs, insurance, in-house payment plans and third-party options, that can support them in making informed choices about their health. Further,

dental providers and their teams must be prepared to educate patients with varying levels of financial knowledge about their dental costs, such as what’s covered by their insurance and what they can be expected to pay out-of-pocket.

Providers can refer to and share readily available resources with their patients, such as CareCredit’s WellU² financial health articles, to equip them with insightful information about their options to help pay for out-of-pocket costs, such as financial assistance (when applicable), a health savings account (HSA), a flexible spending account (FSA), or promotional financing solutions, including deferred interest options.

Continued on page #5

HOW PROMOTIONAL FINANCING EDUCATION HELPS YOUR PATIENTS PRIORITIZE THEIR ORAL HEALTH CONTINUED

Continued from page #4

Deferred interest is a convenient option for patients who want the flexibility to pay for their dental costs over time. However, providers must emphasize that deferred interest financing is not the same as an interest free loan. It is important to communicate to patients that with this type of financing, patients will not pay any interest if they pay the promotional balance in full by the end of the agreed-to promotional period. But interest will start growing from the date of purchase, so if they don't pay the balance in full by the end of the promotional period, all the accrued interest will be assessed and added to their balance. Deferred-interest financing should not be described as an interest free loan, no-interest or zero-interest financing unless it is accompanied by clarifying language, including "unless paid in full by the end of the specified promotional period." To ensure they can manage their monthly payments and avoid excess payments, patients benefit when providers

help them understand exactly how promotional financing works and direct them to resources to help them make an informed decision about the payment process. This includes education on how much they'll be expected to pay towards their balance each month, if the required minimum payment is adequate to pay of their balance off in time, and when their promotional period ends. If possible, dental providers and teams should develop a plan with patients to try to pay off their balance prior to the end date.

Overall, as long as patients understand their expected dental costs, keep up with payments and pay off the balance on time, promotional financing can be helpful to pay for dental care on any budget.

¹ Synchrony. (October 4, 2023). Dental Lifetime of Care study. [Dentallifetimeofcare.com](https://dentallifetimeofcare.com)

² www.carecredit.com/well-u/

LOBBY DAY 2024



Dr. David Wicks (left) & Dr. Hena Patel (Right)

Left to right: Sean Noll, Dr. Hena Patel, Carla Muzquiz, and Dr. David Wicks



Left to right: Ashley Sapa, Dr. Hena Patel, Irsa Awan, Robin Dominguez

BOARD REPRESENTATIVES

Serving as Regional Representatives for the 2023-24 MDA Board are six active members representing three regions: NorthEast Region (Aroostook, Penobscot Valley, Washington and Hancock) Representatives are Dr. Christopher (CJ) Castonguay and Dr. David Wicks; Central Region (Androscoggin Valley, Kennebec Valley, MerryMeeting Bay and MidCoast) Representatives are Dr. Gregory Sprague and Dr. Hena Patel; and, Southern Region (York and Greater Portland) Representatives are Dr. Mike Dowling and Dr. Jay Knudsen. Serving as our At-Large Board Member is Dr. Kailee Williams.



Christopher (CJ) Castonguay, DMD

NorthEast Region

Dr. Christopher (CJ) Castonguay, a UNE CDM 2018 graduate, is a public health, general dentist for Katahdin Valley Health Center in Millinocket Maine. CJ has lived in Northern Maine for the majority of his life and hopes to continue providing dental care to underserved and vulnerable populations there. He is a preceptor for UNE and enjoys learning from, and teaching, dental students. While not at work, he enjoys 3d printing, laser engraving, cooking, gardening, and spending time with his wife Liz and 3 corgis: Eowyn, Tony Bark, and Bowser.



David J. Wicks, DDS

NorthEast Region

Dr. Wicks made the State of Maine his home since relocating from Chicago after completing his dental GPR program in 1985. His dental career has certainly been very unique indeed. After starting a private practice in Bangor and purchasing an existing practice several years later, tragedy struck in the winter of 1994 as a building fire completely destroyed his dental practice. Despite attempting to restart the practice after being closed for over 3 months, it became evident that continued operation of Wicks Dentistry would not be possible. Reluctantly, he was forced to close the practice in 1997.

Needing to strike out in a different direction, Dr. Wicks entered the field of public health dentistry. For the next 20 years, he practiced in a number of non-profit clinics and Federally Qualified Health Centers located in several rural Maine towns. Most recently, Dr. Wicks has returned to a small private practice working with a group of Independent Practicing Dental Hygienists in Bucksport.

Dr. Wicks states it has been a privilege to have the opportunity to be a member of the Maine Dental Association serving as the NorthEast Representative, as well as on several councils, search committees, and most recently being selected as the Long-Term Delegate for Maine to the ADA.



Gregory Sprague, DDS

Central Region

Dr. Gregory H. Sprague graduated from Loma Linda University School of Dentistry in 2005 and served patients as a General Practitioner for over 10 years in New England. In 2015, Dr. Sprague returned to Loma Linda University School of Dentistry to specialize in Endodontics. Dr. Sprague returned to mid coast Maine after completing his specialty training and achieving his Master of Science in Dentistry (MSD). With his advanced training, Dr. Sprague serves the endodontic needs of our community. He is a Diplomate of the American Board of Endodontics, a board member of the Maine Dental Association, and an active member of the American Dental Association, American Association of Endodontics, Casco Bay Study Club and Merrymeeting Bay Dental Society. Outside of the office, Dr. Sprague enjoys horseback riding, boating, and most of all, spending time with his family. Dr. Sprague graduated from Atlantic Union College with his B.S. in Biology in 2001 before completing his DDS training in 2005. Dr. Sprague is married to Jennifer Sprague, who is an integral part of Access Endodontics.



Hena Patel, DMD

Central Region

Dr. Hena Patel is a Florida native, graduating from the University of Florida with a Bachelor's Degree in Nutritional Science. She then went on to the University of New England's College of Dental Medicine where she obtained her Doctorate of Dental Medicine. During dental school, she was part of a scholarship program that focused on rural healthcare in the state of Maine. Dr. Patel is currently on the Board of Directors for the Maine Dental Association, representing Central Maine. She is a member of her local study clubs, the American Dental Association, and the Androscoggin Dental Society. Public health is a large part of what makes Dr. Patel passionate about dentistry. She volunteers as a dental provider at the Oasis Free Dental Clinics in Brunswick whenever possible. Dr. Patel enjoys practicing dentistry because of the relationship she can build with her patients and change the way they think about dentistry, while improving their oral health. She provides patient centered and empathetic care, and truly enjoys helping patients overcome dental anxiety. In her free time, Dr. Patel is a complete foodie and loves to try new foods and cook new recipes. She also enjoys being outdoors and exploring new places, which is why she chose to settle in this gorgeous state.



Mike Dowling, DMD

Southern Region

Dr. Mike Dowling, a board certified pediatric dentist at Dirigo Pediatric Dentistry in Yarmouth. Mike was a biology major at Bates, then earned his dental degree at Tufts. He did a pediatric dentistry residency at BU.

Mike's been an MDA member for over 13 years and served on the Board for several years. He's been active on Committee of Government Relations (CGR), and this past year has been CGR chair. Mike's been especially active in presenting MDA viewpoints at MaineCare meetings, in particular with the past few years' work on Rate Reform at MaineCare and the Adult Comprehensive dental rollout, both of which were effective as of July 2022. Mike has also given testimony on several bills at public hearings, and responds to legislative issues at a moment's notice, despite carrying on with running a busy practice, running around raising kids, and running in general! Mike recently was re-elected to the MDA Board of Directors.

BOARD REPRESENTATIVES CONTINUED



Jay Knudsen, DMD

Southern Region

Dr. Jay M. Knudsen, Doctor of Dental Surgery, is a graduate of the University of Detroit Mercy, School of Dentistry, where he received the American Association of Pediatric Dentistry Predoctoral Award. He is also the recipient of a Masters Degree in Molecular and Cellular Biology from the University Of New Haven in Connecticut. Following graduation from dental school, He completed a yearlong hospital based dental residency program at Sacred Heart Hospital in Allentown, Pennsylvania. He was trained using the most modern techniques and materials in order to provide innovative and comprehensive treatment plans for his patients. This residency program provided a setting in which he excelled in implementing cutting edge modalities as well as progressive preventive maintenance programs. Dr. Knudsen has incorporated his contemporary techniques with Great East Dental's state-of-the-art equipment, providing an unforgettable experience – the Ultimate in Technology – the Ultimate in Care and Caring. Since joining the team at Great East Dental, Dr. Knudsen has diligently pursued continuing education certifications in the newest technology dentistry has to offer, including dental implants and sedation dentistry. When he isn't on the sidelines at one of his sons' soccer games or tennis matches, Dr. Knudsen enjoys spending his time outdoors with his two sons, Logan and Tegler.



Kailee Williams, DMD

At-Large Representative

Dr. Kailee Williams practices in Oakland, Maine at Waterville Community Dental Center where she has been since graduation from University of New England College of Dental Medicine. She has been the Clinical director of the organization since July of 2021. She has been involved in public health advocacy as a member of the Children's Oral Health Network and as a founding member of the Maine Oral Health Centers Alliance, for which she serves as the current President. She grew up in upstate New York and attended Hamilton College as an undergraduate studying Biochemistry. After moving here for dental school, she felt that the connections she made to the state of Maine were strong and felt the obvious path for her career involved living and working here. Dr. Kailee has a strong passion for public health and plans to continue her career working in this area of dentistry.

Maine Residents in Need Receive over \$6 Million in Donated Treatment

Dental Lifeline Network • Maine celebrates providing \$6 million in donated treatment through the Donated Dental Services (DDS) Program.

Dental Lifeline Network • Maine first began providing services to individuals in need in 1999, with the support and partnership of the Maine Dental Association. The Donated Dental Services (DDS) program has continued to grow since then, helping more than 1,600 individuals in need since its inception.

Today, 147 dentists and 16 dental labs continue to volunteer their time and resources.

Thanks to MDA and the network of Maine volunteer dentists and labs, the program has now exceeded \$6 million worth of life-changing treatment, making a difference in the lives of people like Julien.

Julien, an 82-year-old veteran from Androscoggin County, suffers from a disease that causes a lack of balance and impacts his ability to walk. Julien's dental health was another obstacle. He had many missing, decayed, and broken teeth. His gums and cheeks were sore, making it incredibly uncomfortable and difficult to eat.

Unfortunately, Julien was unable to afford the necessary treatment to fix his dental problems. He and his wife survive on food stamps and Social Security benefits. They struggled to make ends meet. He had nowhere to turn for help and his dental condition would continue to deteriorate.

Thankfully, two generous DDS volunteers came to Julien's aid. An oral surgeon extracted his remaining teeth and a general dentist donated full upper and lower dentures that were fabricated in the dental office.

Thanks to the generosity of these volunteers, Julien received thousands of dollars in donated treatment that completely restored his dental health.

"The entire experience has been just amazing," said Julien. "Our treatment with the volunteers has been phenomenal. You all are the best, and we are so thankful we were privileged to be in your care."

The \$6 million in donated dental treatment by volunteers across Maine is a significant state milestone that contributes to the more than \$545 million in donated dental treatment nationwide.

Dental Lifeline Network • Maine is so thankful to the volunteers and supporters across the state for the time and resources invested in helping others. These contributions have made a monumental positive impact in changing the lives of people who need it the most. When you volunteer with the DDS program, you provide care to people with great needs here in Maine.

At Dental Lifeline Network, your time and skills matter. That's why we've made volunteering easy for compassionate dental professionals like you. From screening those in need to managing coordination seamlessly, we've got it all covered.

When you volunteer with DLN, you change lives, find your purpose, and redefine success. Currently, in Maine, there are many people in need of care waiting for treatment. Please consider volunteering to change lives and ignite purpose.

To become a volunteer, visit WhyIDental.org or scan the QR code below.



Dental Lifeline Network • Maine is part of a national organization and strategic partner of the American Dental Association. More than 12,500 volunteer dentists and 3,300 laboratories participate in DLN's DDS program nationwide.

HOW MAINELY TEETH USES TELEDENTISTRY TO BOOST CASE ACCEPTANCE BY 50% BY MEETING PEOPLE WHERE THEY ARE

Amber Lombardi,
Founder and CEO of Mainely Teeth

As you may already know, Maine is the second most rural state in America. Which means there can be a lot of distance between patients and providers. This is especially challenging for the underserved, underinsured and uninsured populations living in rural areas. The Mainers most affected by these challenges are those living below the federal poverty guidelines, the elderly, and people with disabilities. What's more, limited access to transportation and providers creates large barriers resulting in limited or no access to care.

Founded in 2020, Mainely Teeth is a non-profit oral health provider whose mission is to bring necessary dental services to Maine's vulnerable populations by meeting them where they are.

Our humble beginnings started with a single mobile dentistry unit. Today, we also provide care to underserved and uninsured residents via 80 partner locations located within 14 of the 16 counties in Maine.

Our expanded reach could not have been possible without the use of The TeleDent teledentistry platform by MouthWatch. This software is integrated with MouthWatch intraoral cameras, which add the element of a visual exam to a virtual patient visit. In my opinion, teledentistry without the visual components of intraoral photos and videos is comparable to flying blind.

Teledentistry enables Mainely Teeth to meet more patients no matter where they are, while also helping us to use our dentists more effectively. For example, one dentist can provide live (synchronous) mode supervision to several hygienists who are separately visiting and examining patients in their homes, assisted living facilities, or VA hospitals located many miles away.

But what if the dentist isn't available when the hygienist is screening and treating the patient? That's not a problem, because that's when we use teledentistry in its store and forward (asynchronous) mode, whereby the hygienist captures the data for the dentist to review and make recommendations at a convenient time.

In either case, the patient is evaluated, treatment

recommendations are made, and in-office appointments are scheduled, as needed. Even if in-office treatment is necessary, teledentistry has minimized the amount of patient travel required and also reduced the number of patients falling through the cracks.

In my opinion, the most vulnerable of the vulnerable are Maine's children, as they really have no control over their economic conditions, lack of insurance, or lack of transportation. But teledentistry provides a light at the end of the tunnel. For example, teledentistry enables me to personally examine an average of 15-20 children a day. Before this amazing technology, I could only see about 7-10 children a day without having accessible comprehensive or periodic exams.

I would estimate that 15% of our patients have special needs. Teledentistry is helping us serve them all efficiently by reducing the amount of in-office visits and the travel time that was traditionally required.

Overall, teledentistry enables Mainely Teeth to deliver care to 20-30% more patients a month. This is a significant improvement!

Here are several examples of how Mainely Teeth uses teledentistry:

- **Emergency Triage** – This keeps patients out of emergency rooms which are not equipped to treat dental emergencies.
- **Trust Building** – Some of our patients rarely if ever see a dentist or hygienist. A virtual introduction to the providers via teledentistry alleviates some of their anxiety.
- **Education** – Many of our underserved residents don't know how to properly maintain their oral health – We can now teach them virtually.
- **Treatment Plan Presentations** – Teledentistry enables us to present treatment plans without wearing PPE to patients who are in familiar surroundings – often in the company of a spouse, caregiver, or guardian. This enables more relaxed, open discussions that result in increased acceptance rates.

Continued on page 11

HOW MANELY TEETH USES TELEDENTISTRY TO BOOST CASE ACCEPTANCE BY 50% CONTINUED

Continued from page 10

- **Specialist Referrals** – Unfortunately, many of our patients require extractions and other extensive work. Teledentistry streamlines the referral process because we can share patient records and images with an oral surgeon or specialists in synchronous or asynchronous mode.
- **Dental-Medical Collaboration** – Our focus is on prevention and we are advocates of oral-systemic health. Teledentistry enables us to monitor our patients’ chronic medical conditions more frequently and in turn makes it easier for us to forward that information to their primary care provider. In this manner, the patient’s oral health and systemic health can be improved simultaneously. In my opinion, virtual dental-medical collaboration is the next frontier for teledentistry and we are pioneering this concept.

In conclusion, Mainely Teeth is focused on providing prevention and early intervention services to the vulnerable populations throughout the state. In my opinion, the best way to achieve this is by using teledentistry. Teledentistry enables us to travel throughout rural Maine to provide oral care services to the doorsteps of those who need it most.

ABOUT THE AUTHOR:



Amber Lombardi is a graduate of the University of New England, a Master of Public Health candidate, and a member of the American Dental Hygiene Association. Amber started Mainely Teeth to bring community access to quality dental care. There’s a large gap between private insurance and government-funded insurance. Her goal is to help close this equity gap by breaking down the barriers to oral health care.



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IN THE CHAIR WITH DR. RICH ROSATO

First District Trustee, 2019 - 2023
Current Candidate, ADA President-Elect

Throughout my decades of experience as an ADA leader, I've learned that success in organized dentistry depends heavily on listening to our members. For that reason, I am honored that your President, Dr. Shanna Gagnon, has invited me to sit in the chair to hear the concerns of the Maine Dental Association.

Dr. Gagnon: Thank you, Rich, for taking the time to join me. My first question is probably one of the biggest one we hear from young dentists we are recruiting into leadership: When you first got into organized dentistry, how did you balance the demands of a busy practice, a young family and involvement in organized dentistry?

Dr. Rosato: Great question, Shanna. For me, I learned very early that there are countless ways to get involved without compromising your career and family time. I got involved just by attending my local Component meetings and my state's Annual Meetings and CE programs. I got more involved with my state's Council on Government Affairs and Component leadership. My leadership skills and experience were, as a result, organic and fit comfortably into my personal and practice schedules. Over time, as my schedule permitted, I got more and more involved, leading to posts on Boards, ADA Councils and ultimately, the Caucus and ADA leadership. These days, that organic development is easier than ever, with social media, web conferencing and other technologies enabling younger dentists to maintain that critical balance and still get involved.

Dr. Gagnon: What can the ADA do to help younger dentists strike that balance?

Dr. Rosato: There is strength in numbers for dentists like us who have busy practices and growing families. ADA leadership at any level cannot be limited to those who don't have such demands. The ADA must continue to adapt our technologies and governance structure to accommodate the needs of our current and future leaders. Our new Association Management Systems, Salesforce and Fonteva, for example, will give dentists the ability to access, utilize and even act upon the latest information of relevance to dentistry. Additionally, our strategic forecasting system must continue to evolve to ensure that getting involved will be easy, sensitive to schedules and inspirational even

inspirational for future leaders.

Dr. Gagnon: Did anyone mentor, guide or otherwise advise you on your journey to leadership?

Dr. Rosato: Without question! It started with my dad, who was my moral compass very early in life. My wife, Laurie – also a dentist – has always been both a guide and partner. In organized dentistry, there was Dr. Earle Simpson of New Hampshire, a man who lives the ADA Mission – advocating for dentistry and our patients – seeing the state's most needy patients. Maine's own Dr. Jeff Dow, who hailed from a very little town in the middle of the state, inspired in me the courage to tackle any challenge with little more than hard work, faith, and the compassion of a country doctor.

Dr. Gagnon: I'm glad you mention Dr. Dow and the small-town approach. Maine Dental Association is a state Society with a small budget, limited resources, and a small staff. Under these circumstances, how can states like Maine offer the best services and programs to our current and prospective membership?

Dr. Rosato: The state in which I practice, New Hampshire, is very similar to Maine in that regard. But we don't call ourselves "small" – rather, we are "tightly knit", which is one of the biggest reasons people join. We cannot compare ourselves to larger states – rather, we create programs that are distinctly representative of our state. Members appreciate that organic approach. But never forget that, though tightly knit states like ours have limited resources, they have access to a tremendous wealth of national resources. To my fellow leaders of smaller states, I say "don't be afraid to ask the ADA for help".

RICH ROSATO WORKING TOGETHER TO MAKE A DIFFERENCE

Dentistry is both a profession and a calling. I believe by focusing on our shared values and interests and working together, we can move the ADA forward. That's why I'm running for President-Elect of the ADA 2024.

Continued to page 13



IN THE CHAIR WITH DR. RICH ROSATO CONTINUED

Continued from page 12

Grants through State Public Affairs and ARC, our endorsed partners, CE, best practices guidance, contract analysis and membership services are just a few of the myriad benefits of which every member can take advantage through the Tripartite. That's a pretty amazing treasure trove for residents of smaller states like ours!

Dr. Gagnon: I hear a lot about diversity, equity, and inclusion. What does that term mean for us in Maine and the ADA?

Dr. Rosato: Like the rest of 21st century America, dentistry is filled with diversity – whether you're talking

about gender, LGBTQ, ethnicity, or racial diversity, or whether you're talking about different practice modalities -- we do and should celebrate the diversity of our dentists by opening the door for everyone in an equitable, organic manner. Our ADA governance structure must continue to invite all dentists to the ADA family. Almost paradoxically, although we are such a diverse profession, we are homogenous in one critical area: we are all dentists.

Visit page 20 for information on how to donate to Dr. Rich Rosato's campaign.

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LEGISLATIVE UPDATES

Stay informed and
compliant with the
latest regulations.



STAY INFORMED

Members can stay informed about the status of bills relevant to dentistry in several ways:

1. Legislative tracking sheet updated weekly and found here on the MDA website: www.medental.org/member-center/legislative-update;
2. Bi-weekly Enewsletter;
3. Quarterly MDA News publication; and,
4. Alert emails sent by MDA's Executive Director Therese Cahill or by your local Component President.

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COMPLIANCE

For members who need to ensure compliance with specific regulations or laws, or to stay proactive in understanding how upcoming legislation may affect your compliance obligations, visit:

- www.legislature.maine.gov/
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COMMITTEE ON GOVERNMENT RELATIONS



The MDA's Committee on Government Relations (CGR) reviews proposed legislation related to dentistry and advocates as needed, including providing expert testimony on key legislative proposals.

Members interested in joining, email Therese Cahill at tcahill@medental.org



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FIRST DISTRICT TRUSTEE UPDATE

*Jonathan Knapp,
ADA First District Trustee*

As I was driving home from Farmington Connecticut having just experienced the New England Dental Leadership Conference, hosted by the Connecticut State Dental Association at the UCONN school of dental medicine, I was wearing a broad smile.

It was a weekend full of meaningful programming, relevant discussions on timely issues, great connections and camaraderie. It was an impactful meeting in so many ways.

The keynote presentation was from Adam Nemer, a former CFO at Kaiser Permanente, the 8th largest healthcare company in the world. Throughout his life, Adam struggled with mental health issues stemming from being the first person (as a younger man) to walk in on the aftermath of the suicide death of his father. As a result, he retired early from his highly paid, enviable position, because he felt the drive to help others address the mental health needs of themselves and peers. His message of compassion, caring, listening and breaking down the stigmas surrounding mental health is a timely one. Given the nature of what we do and how we do it, with the stresses involved in providing care and serving as the captain of the ship in the myriad of oral healthcare delivery settings, fostering a culture of wellness is essential for our profession. Please take advantage of the links and articles included on the resource page included in this Communicator and at: ADA Wellness Flyer, and stay tuned as materials and programming resulting from the collective efforts at the constituent and national levels continue to be rolled out in order to provide the tools we can each learn to use to effectively support each other and our teams.

The weekend also featured presentations and opportunities to interact with the five candidates running to become the next President-elect of the American Dental Association. The candidates are Chad Leighty (7th District, Indiana), Rudy Liddell (17th District, Florida), Maria Maranga (past ADA VP, New York), Mike Medovic (6th District, West Virginia), and our own Rich Rosato (1st District, New Hampshire). Each of them articulated their vision for the future of the profession and of the ADA, followed by questions from our delegation on particular forefront issues.

The weekend's agenda was filled with important discussions on the numerous initiatives at the state and national levels, including the drive for a new membership model

and adapting how the tripartite operates to the rapidly changing environment around us. Presentations came from ADA Executive Director, Dr. Raymond Cohlmiya, and ADA Client Services expert, Autumn Wolfer on trends in membership and a number of endeavors underway to reverse the previously downward trend. With the incorporation of ADA Forsyth and the announcement of the formation of an ADA Credit Union among others, there will be many opportunities to better serve the profession and our members while shifting the cost of belonging to the ADA away from a dues model, to a membership model that lowers direct costs by generating additional revenue sources.

There was additional programming on the current state of AI in dentistry and the outlook for the future use of that technology in an ethical context. There was also a great discussion on communications. We all have a personal “why”, which defines who we are, and which guides us in our individual branding.

I was inspired to experience the participation of younger, newer members of our state leadership teams. Their willingness to step up, not just in attending, but also in speaking so eloquently on the pressing issues of our time, reminds me that mentorship is not strictly a function of chronological age. With open minds and open hearts, we all learn from each other at all stages of our lives and careers. My ask of all of you is to proactively engage and support our younger colleagues, and listen attentively to their needs, wants and perspectives as we all grow and guide the future of dentistry. More specifically, can we all agree to prioritize inviting at least two younger colleagues to events like this one? I do understand that there are costs and logistical issues that come into play, but our future depends on input from... our future! So, wherever we go, let's “take two”.

Finally, I'd like to personally thank Kathlene Gerrity and her incredible staff at CSDA for arranging such a wonderful weekend of events. The discussions, the social events, the dinners, it was all so much fun!

As always, it is an honor and a privilege to serve as your ADA First District Trustee.

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MAINE DENTAL EDUCATION LOAN REPAYMENT PROGRAM

The Finance Authority of Maine (FAME)

Are you a dental student from Maine who will practice in Maine, a licensed dentist or dental auxiliary professional who practices in Maine, or intends to practice in Maine?

The Finance Authority of Maine (FAME) administers two programs designed to increase the number of primary dental care practitioners providing services to underserved populations in Maine

For the Dental Practitioner

Maine Dental Education Loan Repayment Program provides loan repayment assistance to dentists and certain dental auxiliary professionals practicing in underserved areas in Maine. This repayment program requires a minimum two-year commitment, which is renewable for an additional two years, and provides up to \$25,000 for repayment of existing dental education loans for each year of service for up to four years or \$100,000 total.

To be eligible for this loan repayment program, the dentist or dental auxiliary professional must:

- Be eligible for licensure to practice as a dentist or provide dental auxiliary health services as a dental hygienist, dental therapist, expanded function dental assistant or dental assistant in Maine;
- Have qualifying outstanding education loans;
- Be able to document employment at a qualifying dental care facility;
- Practice at any health care facility that offers primary dental care as either its primary service or as part of a broader medical practice in an underserved population area;
- Accepts payment through MaineCare or a successor program;
- Have at least 25% of the patient load accepted for treatment regardless of ability to pay through insurance or other payment source; and
- Be practicing at a dental care facility that provides patients notice that it accepts payment through MaineCare or a successor program.

Continued on page 19

MAINE DENTAL EDUCATION LOAN REPAYMENT PROGRAM CONTINUED

Continued from page 18

For the Dental Student

Maine Dental Education Loan Program is a competitive, forgivable loan program for Maine students pursuing a career as a dentist, or certain dental auxiliary professionals, and planning to work in Maine after graduation. Recipients may receive loans of up to \$25,000 per year, \$100,000 total.

To be eligible for this loan, the student must be:

- A Maine resident (for purposes other than education) for two years prior to matriculation at a dental school or school with a program of study for dental hygienists, dental therapists, expanded function dental assistants or dental assistants;
- Admitted to a program of dentistry at an accredited institution of medical education or accredited program of study for certain dental auxiliary professionals;
- Demonstrate an interest in practicing primary dental care in an underserved population area in Maine and in serving patients regardless of their ability to pay; and
- Exhibit financial need.

For more information on and to apply to the Maine Dental Education Loan, go to FAMEmaine.com/medloans. The deadline for applications is May 31, 2024.

Qualifying applicants cannot be under an agreement for loan repayment from a program funded by the National Health Service Corps.

For more information on and to apply to Maine Dental Education Loan Repayment, go to FAMEmaine.com/dentalrepayment. The deadline for applications is May 31, 2024.

To find underserved areas in Maine by address, go to data.hrsa.gov/tools/shortage-area/by-address.



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2023 APPLEBY SCHOLARSHIP RECIPIENTS

The Maine Dental Association Charitable Foundation has awarded \$7,500.00 each to eight students who were selected to receive the 2023 Alva S. Appleby Scholarship.

Recipients of the 2023 Appleby Scholarship include four students from The University of New England College of Dental Medicine, two students from Dalhousie University, one from Tufts University School of Dental Medicine, and one from the University of Pennsylvania.

To be considered for the annual scholarship, a student must be a resident of the state of Maine (lived in Maine for purposes other than attending dental school), have completed their first year of dental school, and be currently enrolled in a dental school accredited by the American Dental Association.

The following students are the recipients of the 2023 Appleby Scholarship:

Andrew Elkinson is a member of the class of 2024 at Dalhousie University. He graduated from Thornton Academy and received his bachelor's degree from the University of New England.

Kylee Eden is a member of the University of New England College of Dental Medicine class of 2025. She graduated from Messalonskee High School and received her bachelor's degree from Lawrence University.

Bailey Gryskwicz is a member of the University of New England College of Dental Medicine class of 2025. She graduated from Bonny Eagle High School and received her bachelor's degree from Saint Josephs College of Maine.

Katy King is a member of the University of Pennsylvania School of Dental Medicine class of 2025. She graduated from Belfast Area High School and received her bachelor's degree from Saint Anselm College.

Emily McKenney is a member of the University of New England College of Dental Medicine class of 2025. She graduated from Dexter Regional High School and received her bachelor's degree from the University of New England.

Devin Russell is a member of the University of New England College of Dental Medicine class of 2025. He graduated from Falmouth Public High School and received his bachelor's degree from Bates College.

Hayden Black is a member of the class of 2026 at Dalhousie University. He graduated from Nokomis Regional High and received his bachelor's degree from the University of Maine, Orono.

Samantha Caldwell is a member of the University of New England College of Dental Medicine class of 2026. She graduated from Buckfield Jr. Sr. High School and earned her bachelor's degree from Husson University.

In July 1995, the Maine Dental Association received a sum of money from the estate of MDA Past President Alva S. Appleby, "in trust, for the purpose of establishing a scholarship or scholarships for students from the State of Maine to attend dental school." Since 1995, MDA members have made voluntary contributions to the fund, and the MDA has awarded annual scholarships since the 1997-98 academic year. With the formation of the Maine Dental Association Charitable Foundation in 2011, the Appleby Scholarship now falls under the umbrella of the Foundation. Applications for the 2024 awards will be available in late October.

**RICH ROSATO
FOR
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UNE DENTAL PROGRAMS HOLD THIRD GIVE KIDS A SMILE EVENT

University of New England

The University of New England College of Dental Medicine (CDM) and Department of Dental Hygiene held their third Give Kids A Smile event on Friday, Feb. 9, providing \$14,500 in free dental care to a record 88 patients ages 4 to 18.

Three schools from Regional School Unit 23 (Old Orchard Beach) bussed their students to UNE's Oral Health Center, located on the Portland Campus for the Health Sciences, for the event. Patient services included free dental screening examinations, oral hygiene education, cleanings, fluoride varnish, and sealants.

The first Gives Kids a Smile was held at UNE in February 2020, and the second was held in 2023.

The now-annual event is part of national Give Kids a Smile (GKAS) celebrations held across the country, in which thousands of dentists across the country give their time each year to provide underserved children with much-needed dental care.

At UNE, the event engages students and faculty from both UNE's dental medicine and dental hygiene programs in upholding the University's mission to improve the health of people and communities in Maine and beyond.

"By hosting events like GKAS to improve access and education for the children of Maine, we can decrease the number impacted by dental pain that often leads to poor nutrition, difficulty sleeping, trouble concentrating, and missed days of school," said Nicole Kimmes, D.D.S., dean of the UNE College of Dental Medicine. "Our goal with this event is to create a fun dental experience for the OOB students while connecting families in need of a dental home with our Oral Health Center clinic for future care."

RSU 23 district nurse Sarah Burnham, RN, who leads the school district's efforts for the GKAS initiative, said she was inspired by the children's healthy smiles following the experience.

"It was so great to work with UNE again this year," Burnham reflected. "Oral health is so important, so it is great to have this program offered to our district. With this program, our students can have a positive experience going to a dentist, which will make their next visit that much easier for them, as well."

Also in attendance were members of ADA Forsyth Institute, located in Cambridge, Massachusetts, and Therese Cahill, executive director of the Maine Dental Association.



On the ride back to OOB, each child received a goodie bag containing a toothbrush, toothpaste, floss, oral health education materials, activity sheets, crayons, and a sticker. Parents and guardians received follow-up reports outlining any dental findings, as well as vouchers for their children to receive a free comprehensive oral evaluation, radiographs, and treatment plan for a future visit at the UNE Oral Health Center.

Owen Williams (D.M.D., '24) said the day was a win-win for all involved, as students gained experience in pediatric dentistry while the patients benefitted from care they may otherwise have not received.

"Pediatric dentistry is a skill that is most definitely useful when transitioning to community-based externship rotation or private practice," Williams remarked. "For the patients, I believe this can relieve dental anxiety or fear and hopefully increase future visits to a dentist to maintain adequate oral health."

Kimberly Soulard, CDA, associate director of clinical affairs for the College of Dental Medicine, said she was grateful to all of the day's participants for making the event possible to benefit RSU 23.

"As always, it is heartwarming to see our UNE students, professional staff, faculty, community partners, and vendors coming together in support of this wonderful event," Soulard said. "Seeing the children have such a positive experience in our facility encourages us to continue this annual tradition for years to come."

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USING THYROID COLLARS DURING RADIOGRAPHIC EXAMS NO LONGER RECOMMENDED BY ADA

Mary Beth Versaci
ADA News

The American Dental Association no longer recommends using thyroid collars on patients during radiographic exams.

Before taking radiographs, dentists should also consider what diagnostic information they need from the images to benefit patient care or substantially improve clinical outcomes, according to updated recommendations developed by an expert panel established by the ADA Council on Scientific Affairs.

The recommendations, published online Feb. 1 by The Journal of the American Dental Association, aim to improve radiation protection in dental radiography and cone-beam computed tomography. Medical physicists with the U.S. Food and Drug Administration supported the development of the recommendations, which are also aligned with recent guidance from the American Academy of Oral and Maxillofacial Radiology. The recommendations are the first on dental imaging safety and radiation protection from the council since 2012.

After reviewing nearly 100 articles, guidance documents and regulations related to radiography, the expert panel determined thyroid and abdominal shielding during dental imaging is no longer recommended, and the use of these forms of protective shielding should be discontinued as routine practice. Evidence indicates modern digital radiography equipment and restricting the beam size only to the area that needs to be imaged better protect patients against radiation exposure to other parts of their body. Lead aprons and thyroid collars can also block the primary X-ray beam, preventing dentists from capturing the image they need...

Read the complete article and recommendations by visiting <https://adanews.ada.org/> or <https://jada.ada.org/>

State of Maine:

02-313: Board of Dental Practice
Chapter 12 1.B. Radiation Protection;
Dental Radiographs; Patient Selection
*At this time, Maine Board of Dental Practice
Rules still require the use of thyroid collars.



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The Member Spotlight is a new way for MDA members to get to know each other, show appreciation and gratitude for their support and involvement in the profession. Do you know someone who should be recognized? Submit anonymously today!

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Dr. James Cormier over at Mousam River Dentistry won the 2023 Gingerbread House Competition thanks to the talent of his two girls!

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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 and sharps disposal.

Contact:

800-216-5505

sales@solmetex.com

Torch Dental



Torch Dental is a professional supply system that simplifies the ordering process from all your favorite manufacturers and brands so you can focus on what's most important; patients! We customize your inventory dashboard making it super easy to reorder and train new staff on how to order inventory. This system will save your office an additional 20-30% on supplies and reduce 50% of the time spent doing inventory.

Contact:

Jordyn Levitas

312-940-3062

jordyn@torchdental.com

www.torchdental.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

Contact:

Andrew Ramsdell

603-540-7028

Andrew.Ramsdell@TD.com

MAINE DENTAL ASSOCIATION PREFERRED BUSINESS PARTNERS

The Malloy Firm



THE MALLOY FIRM
Attorney, Advisor, Advocate.

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.

Contact:

207-333-6700

www.malloymaine.com

UBS Financial Services



Rich DeMarco, a 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:

Rich DeMarco

603-422-8190

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:

Kathleen Sukley, kathleen.sukley@usi.com

Jill Ketchen, jill.ketchen@usi.com

Bailey Imbus, bailey.imbus@usi.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.

Contact:

Jon King

(207) 772-4659

jking@thethomasagencyinc.com

www.thethomasagencyinc.com

Preferred Business Partners:

Did you know we have updated your yearly perks?! Be sure to check in with Angie Bellefleur at abellefleur@medental.org or visit our website at www.medental.org

IRS POSTPONES TAX DAY FOR STORM-AFFECTED MAINE COUNTIES

Ethan Andrews, Bangor Daily News



The exterior of the Internal Revenue Service building is seen in Washington, on March 22, 2013. Credit: Susan Walsh / AP

The Internal Revenue Service has extended deadlines for people in 10 Maine counties affected by the severe storms and flooding that started on Dec. 17, 2023.

Individuals and households that live or have a business in Androscoggin, Franklin, Hancock, Kennebec, Oxford, Penobscot, Piscataquis, Somerset, Waldo and Washington counties now have until June 17 to file federal individual and business tax returns and make tax payments.

Those counties are covered under a disaster declaration issued by the Federal Emergency Management Agency.

Read More... <https://www.bangordailynews.com/>



Part-Time Dentist Opening

Sanford, ME

We have an opening for a Part-Time Dentist to join our fantastic, out of network, general dental practice located in Sanford Maine. Wonderful patient base that is growing by 10-20 quality new patients per month. Our team is extremely skilled, and we have fine-tuned our systems to allow our days to be highly productive without all the stress.

Beautiful office in a great location, accessible from Portland or Portsmouth. Location allows easy access to many beautiful ocean beaches, the white mountains of New Hampshire, numerous hiking trails, and only 90 minutes from Boston.

We offer a wide range of dental services using some of the newest technology available. Procedures include preventive, restorative, cosmetic, extractions, implant restoration, root canal therapy, non-surgical laser assisted periodontal therapy and prosthodontic care.

Potential Pay: \$60,000.00 - \$80,000.00 per year Base Daily Pay \$700 or 30% of production.

Schedule: Monday/Tuesday 8a to 5p; Wednesday 8a to 5p; Thursday 8a to 1p

Education: Doctorate (Required) License/Certification: Maine Dental License (Required)

If you are looking to join an office that will make you feel like family, then look no further. We are a close group that likes to have fun and work hard. Check out our website www.healthysmiles207.com

EMAIL: Resume/cover letter to info@healthysmiles207.com

PHONE CALLS: Accepted during business hours 207-324-4003

Dentist / Associate Opening

Maine Center For Dental Medicine,
Skowhegan, ME

State-of-the-art, fee-for-service
biological general dental practice
seeking motivated dentist/associate.
Competitive compensation & benefits.
Full-time, 4-day. Will train & mentor
the right person

Contact: Dr. Khan
DDSIMAM@AOL.COM
646-641-4880



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DISABILITY INSURANCE

We are happy to serve the Maine Dental Association.
Reach out today for a free consultation.
james.kachmar@ddsteam.net
tyler.destefano@ddsteam.net

Open Positions

Seeking Dentist

Lincoln, Maine

Full-time; 40hrs/week (four 10-hour days; Fridays off). Exempt/Non-Exempt: Exempt. Benefits: flexible schedule for your ideal work/life balance. Convenient hours: no nights, no weekends, no holidays. \$20,000 sign on bonus, \$7,500 relocation expense reimbursement; can also be used towards housing during first year of employment, \$20,000 annual education loan reimbursement. National Health Service Corps loan repayment available 100% paid premiums for health insurance for dentist and dependents. Life, short-term and long-term disability insurance. 401K plan available. Generous paid time off. CDE allowance. Federal Tort Claims Act (FTCA) Malpractice Insurance Summary: Provides full scope of dental services to HAN patients of all ages. Knowledge necessary for implementation of basic dental skills. Knowledge of policies/procedures of dental care. Knowledge of legal implications involved in a dental practice. Assesses patient dental health needs. Provides dental care within the scope of knowledge and training. Support and supervise dental hygienist(s). Support and supervise Expanded Functions Dental Assistant(s). Participates in the development, implementation, and review of dental procedures and policies. Arranges for, or refers patient to, needed services. Assures patient dental records are maintained with concise, legible, and pertinent documentation. Provides emergency dental care, as necessary. Typical schedule: 12- 15 patients per day Qualifications: Must hold a valid license to practice dentistry in the State of Maine. Must hold a valid DEA License. New grads welcome. J1 and H1B welcome.

Contact: Health Access Network (207) 794-6700

Seeking Associate Dentists

Great Falls Dental Associates/ Auburn ME

Description: Seeking Associate Dentist - \$500k

Great Falls Dental Associates - Auburn, a very busy practice with 4 Hygienist and 1 Dr. is looking for an Associate to join our team and continue to provide premier dental care. This is an opportunity for tremendous growth and earning potential for the right dentist willing to learn, hustle and live & work in Maine. Outstanding opportunity for an experienced Associate Dentist to join a state-of-the-art practice located in beautiful, Central Maine.

- Excellent mentorship opportunity and network of providers in the area for additional support.
 - Competitive pay rate based on experience
 - General Dentist - \$200k - \$500k
- Interested? Send your resume to Mike Cormier or call and interview today!
Contact: Mike Cormier | 207-517-7909 | mike@beautifulsmile.com

Seeking Associate Dentists

Creative Dental Solutions / Bangor ME

Description: Seeking Associate Dentist - \$500k

Creative Dental Solutions, a very well-established practice in Bangor, ME is currently searching for a full time General Dentist. Our office thrives for excellence with the state of the art equipment, is fully digital, and is FFS only. Bangor is a vibrant and progressive community that routinely is celebrated as a top area for wellness, safety and raising a family. This is a fantastic opportunity to get into a very successful private practice and join our team and continue to provide premier dental care.

- Excellent mentorship opportunity and network of providers in the area for additional support
- Competitive pay rate based on

experience

- General Dentist - \$200k - \$500k
- Interested? Send your resume to Mike Cormier or call and interview today!
Contact: Mike Cormier | 207-517-7909 | mike@beautifulsmile.com

Seeking Associate Dentists

Gentle Family Dentistry / Winslow

Description: Seeking Associate Dentist - \$500k

Gentle Family Dentistry – Winslow, a very busy practice with 3 Hygienist and 1 Dr. is looking for an Associate to join our team and continue to provide premier dental care. We are dedicated to attracting a dentist who is not only passionate about their profession but also cherishes the unique lifestyle this area presents. This is an opportunity for tremendous growth and earning potential for the right dentist willing to learn, hustle and live & work in Maine.

- Excellent mentorship opportunity and network of providers in the area for additional support
 - Competitive pay rate based on experience
 - General Dentist - \$200k - \$500k
- Interested? Send your resume to Mike Cormier or call and interview today!
Contact: Mike Cormier | 207-517-7909 | mike@beautifulsmile.com

Dental Hygienist Opening

Caribou, ME

Northern Maine Dental is seeking a Registered Dental Hygienist to join our growing practice, with immediate Full-Time and Part-Time positions available. Full-Time benefits include: paid vacation and sick time, paid holidays, uniform and continuing education allowances, retirement contributions, dental benefits, and competitive pay. Office Hours: Monday-Thursday, 7:00-3:00; Friday 7:00-12:00 Contact: Northern Maine Dental | 207-492-9521

For Sale

CBCT Carestream 9000

Augusta, Maine

The CBCT Carestream 9000 is an excellent addition to any practice. This dental X-ray machine allows you to capture 2D and 3D images, giving you the best insight as to what you are working with. This machine has been well cared for and is only five years old. It remains in excellent condition and is looking for a new home! Contact: Dr. Eugene Glad | 207-240-3534

Waiting Room Chairs

Handcrafted by Windsor Chairmakers Ten (10) beautifully handcrafted Windsor Chairs from Windsor Chairmakers, Lincolnville, Maine. These chairs were in the waiting room of Waterboro Dentistry and in great condition. Design: Windsor Sackback with comb in Tiger Maple, proud spindles in Cinnamon finish. Asking \$8,000.00 (set is worth \$15k). Pictures can be sent upon request. Contact: Waterboro Dentistry | 207-247-3511 | waterborodentist@gmail.com

3Shape Trios 4 Wireless Intraoral Scanner

Waterboro Dentistry is selling a 3Shape Trios 4 Wireless Intraoral Scanner. Includes an Alienware M15 Computer and custom Ergotron Mobile Cart - Item was purchased through Patterson Dental and is in like new condition. Item was briefly used before purchasing a Primescan/Primemill System. Asking \$15,000.00 or best reasonable offer. Contact: Waterboro Dentistry | 207-247-3511 | waterborodentist@gmail.com

Practice Seeking A New Owner

Castine, Maine
Located right in Downeast Maine's Acadia region. Castine is a small coastal town with several historical sites and breathtaking views. Home to the Maine Maritime Academy. soon to be yours is a dental office ready for a new owner. This office is fully equipped with everything you need. Dr. Ciano is giving his practice away for **free** and offering a small five-year no-interest loan on equipment. Office located at 102 Court St, Castine, ME 04421. Contact: Dr. Robert Ciano | Office: 207-326-9500 / Home: 207-326-

8277 | castinedental@myfairpoint.net

Services Being Offered

Dental Bookkeeping

Description: Done for you monthly, recurring bookkeeping for dental practices. All reconciliations, transaction management, asset and liability tracking, and reports are issued every month. Do you need to catch up on your bookkeeping in Quickbooks Online? We do clean-ups as well! You will be in pristine shape for tax time! Contact: Ashley Eaton | 207-485-4505 | ashley@focusedfs.com

Starboard Dental

5 Webhannet Place Suite 1 Kennebunk ME
Description: Local dentist Alex Kerbaugh recently opened a new office in Southern Maine. Starboard Dental is modern, clean, and friendly. New patients are welcome for various treatments such as cleanings, fillings, crowns, bridges, veneers, cosmetic bonding, sleep apnea, and more! No long waits, patients are seen right away! www.starboarddental.com
Contact: Starboard Dental | 207-999-SAIL

NOTICE OF ANNUAL MEETING OF THE MEMBERS DELTA DENTAL PLAN OF MAINE

Maine Dental Service Corporation, d/b/a Delta Dental Plan of Maine (DDPME), will hold its Annual Meeting of the Members at the Wentworth by the Sea, 588 Wentworth Road, New Castle, New Hampshire, on **Sunday, June 2, 2024**, at 10:45 a.m. The purpose of the Annual Meeting of the Members is to re-elect two (2) Consumer Representatives and two (2) Participating Dentists.

CLASSIFIED LISTINGS

MDA NEWS

MEMBERS:

The Maine Dental Association offers classified listings in the quarterly MDA News and on the MDA website. Listings of up to 50 words are free of charge to member dentists. Each additional word costs \$0.25. Listings will run in one quarterly issue of the MDA News and for three months on the MDA website. Please contact the MDA Office to cancel your listing prior to requested run. If you wish to continue your listing, contact the MDA office, and if there are changes, resubmit the listing in writing by mail or email. MDA members may also purchase a boxed listing (printed MDA News only) with larger type and prominent placement for a reduced fee.

1 placement - \$50 2-3 placements - \$45 each 4 placements - \$40 each

NON-Members:

Listings of up to 50 words are \$50 per insertion. Each additional word costs \$.50.

For additional information, visit our website at <https://www.medental.org/publications/classified-ads>

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 E-mail: sbaird@medental.org, abelleffleur@medental.org or tcahill@medental.org



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VP, Treasury Services Officer
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SAVE THE DATE

MDA Board Meeting

- May 3, 2024 - 9am / MDA Headquarters - 29 Association Dr.

Annual Business Meeting

- June 15, 2024 - 4pm / McMurtry Ballroom - Harborside Hotel, Spa & Marina

Welcome to the Profession Night

- November 14, 2024 / Ri Ra's Irish Pub



29 Association Drive
PO Box 215
Manchester, ME 04351