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# MDA NEWS

MAINE DENTAL ASSOCIATION

Summer 2021 | Volume 7 | Number 4

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## Legislative Update: Dental Initiatives Included In Budget

BY ANN MITCHELL

*Mitchell Tardy Jackson Government Affairs*

The First Regular Session of the 130<sup>th</sup> Maine Legislature has indeed been a session unlike any other! As you may recall, Democrats, with majorities in both the House and Senate, enacted a majority budget on March 30 – the only majority budget to pass since 2005. On June 30 both chambers overwhelmingly approved a bipartisan \$8.5 billion biennial budget which replaces the majority budget passed in March. Among the initiatives included in the budget are 55 percent education funding and full revenue sharing, as well as \$300 in hazard pay for Mainers with incomes under \$75,000 who continued working

*(continued on page 11)*



KEELING



DESJARDINS



GAGNON

## In First, Women Holding Three Executive Spots On MDA Board

BY LUCAS KNOWLES

*MDA Staff*

For the first time in the Maine Dental Association's history, which spans more than 150 years, all three executive positions on its board of directors are held by women.

Dr. Heather Keeling, who practices in Portland, is president, Dr. Norma Desjardins, who practices in Presque Isle, is president-elect, and Dr. Shanna Gagnon, who practices in Farmingdale, is vice president.

*(continued on page 8)*

### 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: Saying Hello To The MDA



**By Kathy Ridley, MDA  
Interim Executive Director**

First, I would like to say “hello” and thank you for the opportunity to serve the dentists of Maine. For those of you that are unaware, I’m stepping in as the MDA’s interim executive director until the board of directors find a permanent executive director.

I come from Illinois, where I served the members of the Illinois State Dental Society for more than 23 years. In that capacity, I served in virtually every department and spent most of my time as director of meetings and membership. My team coordinated all education courses, dental and auxiliary training, annual meetings, legislative conferences, and the ADA 8<sup>th</sup> District caucus. Additionally, my team was responsible for membership recruitment and retention, new dentist engagement, dental student outreach, and dental hygiene membership. I received my certified association executive (CAE) credentials in 2018 and digital event strategist certification in 2020.

In coming to Maine and reviewing the association, the first thing I noticed was your membership. Congratulations on your large market share. It shows me that you have found a benefit in becoming and staying a member of organized dentistry. It is important for all of you to stick together and have a unified voice in dentistry within the state of Maine. As Henry Ford stated, “Coming together is a beginning, staying together is progress, and working together is a success.”

Please feel free to reach out and say “hello,” and let me know if you need any assistance from myself or the association.

## 2021-2022 Continuing Education Series To Introduce Hybrid, Seasonal Format

**BY LUCAS KNOWLES**  
MDA Staff

The MDA’s 2021-2022 Continuing Education Series will have a new look and hybrid format.

There will be fall, spring, and winter programs, along with the Annual Convention in May. The fall, winter, and spring programs will include an in-person six-hour course and, later, a two-hour evening treatment planning session that will be live-streamed across Maine.

“Despite the challenges of COVID-19, the CE Committee successfully navigated a new era of online learning,” said Dr. Adam Saltz, chair of the MDA’s Continuing Education Committee. “We are excited to introduce a new learning format for our members, which came about because of the accessibility of virtual CE.”



### CONTINUING EDUCATION

Dentists and dental team members can register for individual or multiple seasonal programs.

Be sure to save the dates for the 2021-2022 CE Series. The fall program’s course will be October 29 and treatment planning session will be November 10. The winter program’s course will be December 3 and treatment planning session will be January 12. The spring program’s

*(continued on page 7)*

# News from the President's Corner

Heather Keeling, DDS



## The Future Is Bright

In the last newsletter, Dr. Kerr talked about how lucky we are to have a membership in Maine that is unlike many other states. An example that stands out is when we came together as a membership, supporting one another to source and provide PPE when supply was low. Because of our members, the MDA is a strong organization. We thank you for your support, as it is crucial to the organization to continue its work.

Reflecting on the past 12 months, COVID-19 has demonstrated that dental health and our profession significantly contribute to overall patient health.

The MDA worked hard to establish and maintain strong partnerships with local government agencies to ensure that our membership had the most up to date information and held an equal seat at the table when decisions were being made about the health and wellbeing of the communities we serve. We continue to work with allied health organizations so that going forward, we maintain

the momentum gained during a time of crisis, as we focus on the future of dentistry in Maine.

This past year, like all of you, I made many changes to my practice in part due to COVID-19, but also during the shutdown when having the time to reflect on better ways to serve my patients. The pandemic redefined the goals of private practice and the importance of the dental team in patient-centered care.

We are now less than six months from 2022, and it is time to put 2020 in the rearview mirror. Last summer, one of my 94-year-old patients looked at me (if he could even see me behind all of my PPE), and said, "by July 4 next year, things will be back to normal. We just need to get vaccinated." I held

on to that throughout the year, and while things are not 2019 normal, I feel that we have gotten to a place where we can now confidently focus on the future.

I hope you all have a wonderful summer and I look forward to serving as your president over the next year!

Last summer, one of my 94-year-old patients looked at me (if he could even see me behind all of my PPE), and said, "by July 4 next year, things will be back to normal. We just need to get vaccinated." I held on to that throughout the year.

## New To UNE/MDA Mentorship Program? Contact ASDA To Be A Mentor

The UNE College of Dental Medicine/MDA Mentorship Program is seeking dentists who haven't participated in the program before to become mentors.

The partnership between UNE, ASDA, and the MDA seeks to integrate UNE dental students with Maine dentists in order for students and dentists to establish long-term professional networks based on mutual interests.

The program introduces students to the dental community, provides shadowing opportunities of various specialties, shares knowledge of how dental practices operate, provides insights into difficult cases, and much more.

It gives dental practices the opportunity to connect with



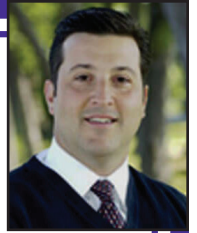
UNE students and provide invaluable insights into the real world implications of becoming a professional dentist.

If you are interested in becoming involved in the program as a mentor, and haven't participated before, contact Elijah at [eleverett@une.edu](mailto:eleverett@une.edu).

Mentors who have participated in the program before will be contacted by ASDA.

# News from the First District Trustee's Corner

Rich Rosato, DMD



## Three Periods

With the arrival of the summer, it seems our hopes of a return to normalcy have been renewed. New England's vaccination rates are tops in the country. We are preparing for the first major in-person ADA event since we last convened in San Francisco in 2019. Furthermore, HPI reports that the economy is showing strong signs of long-term recovery that will be beneficial to the business of dentistry. As your First District trustee, I am pleased to share some information will help us plan for the next positive phase in organized dentistry.

**FIRST PERIOD:** Every sustainable organization is based on a set of principles by which it operates. These concepts appear in a fundamental document (in our case, the ADA Bylaws) or mission statement. But the American Dental Association is a membership organization of health care providers and, as such, we adhere to an additional set of principles: that of ethics and professional conduct.

As a past chair of the ADA Council on Ethics, Bylaws and Judicial Affairs (CEBJA), I take to heart our Principles of Ethics and Code of Professional Conduct. I hope you do too, as this set of guiding concepts distinguishes ADA tripartite member dentists not only as practitioners of dentistry but as caregivers committed to the highest levels of care and professionalism. By these standards, we are dedicated to our patients, as well as our fellow dentists and dental team members. In this era of polarized politics, social commentary and, frankly, general feelings of negativity, the beneficence of this seminal set of principles helps dentists rise above those issues as we go about our responsibilities both as caregivers and members of the community.

As we approach the fall caucuses and ADA House of Delegates, I encourage each of you to review this important set of guiding principles, which can be found here: <https://www.ada.org/en/about-the-ada/principles-of-ethics-code-of-professional-conduct>.

**SECOND PERIOD:** The 2020 federal elections are over, but not far ahead of us are the 2022 midterm elections. The ADA's political action committee, ADPAC, is gearing up to help support congressional candidates who share dentists' collective interest in advocating for dentistry and our patients.

For many of our recently installed state board leaders, there are many questions about how ADPAC works. How

do candidates get selected for donations? Do the states or ADPAC's national board drive the decision-making on donations? Does ADPAC lean toward one party or another?

Like the ADA itself, ADPAC is nonpartisan. It does not lean in any particular direction on the political spectrum. With more than 163,000 ADA members across the country, ADPAC's primary concern is providing donations to congressional candidates whose political ideals and interests best represent those of ADA members. In a general sense, the responsibilities of selecting campaign donation recipients are shared by the states and a national ADPAC board. The states themselves must initiate the request for a donation (through their executive directors). The request is then reviewed by the ADPAC board.

Of course, politics of late have become marred by politically charged rhetoric that has blemished what should be a system of respectful political discourse and policymaking. ADPAC and the ADA are working together to create a system of donations that eschews such commentary and keeps our system of political support as diverse as our membership.

It is important for each of our respective boards to be versed in how ADPAC functions and how each state can support their respective candidates. In May, the ADA created a webinar that helps state leaders become more familiar with the campaign contribution system and, as a result, play a more prominent role in that critical function of our political advocacy initiatives. As soon as it is available, I encourage each of you to view it.

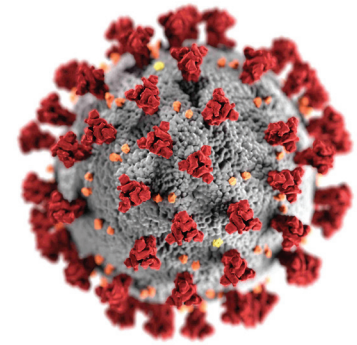
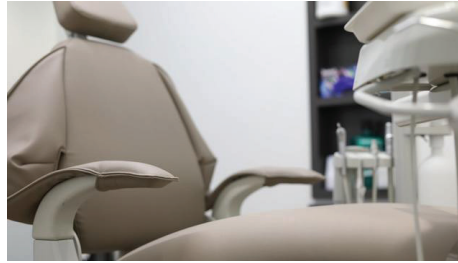
**THIRD PERIOD:** During these summer months, we can each take a moment to pause, reflecting on where we are after a long and challenging first half of the year. The warm air and increased opportunities to see friends and family after 15 months of being apart will certainly do wonders for our collective frame of mind.

Still, dentistry over the last year has been extremely stressful for every individual. Your mental health and wellness are important as part of your overall health. As you take these summer months to visit and relax at your favorite vacation spots, I urge you to take a mental health inventory – just as you would of the stock in your supply room. You have never been alone in this dental community (even if it felt that way over the last year). The ADA and your own state have myriad resources and services that can help you recharge your mental services while you also relax this summer. The ADA has your back!

# State Of Emergency Ends - What Does It Mean For Dental Offices?

Maine's State of Emergency due to the COVID-19 pandemic ended June 30.

The following is an excerpt from a letter the MDA Board of Directors president sent to members to give them an update on what the State of Emergency ending means for dental offices.



*While the mask mandate ends in Maine, the Maine CDC will continue to recommend, though not require, that unvaccinated people wear face coverings indoors. The Maine Dental Association is recommending to all dental offices to continue to follow ADA guidance, which is currently following CDC recommendations at this time.*

## **Do patients still need to wear a mask when visiting a dental office?**

*CDC recommends all people still wear a mask in a dental office.*

## **May dental healthcare personnel (DHCP) stop wearing masks in the**

## **break room?**

*In general, fully vaccinated DHCP should continue to wear source control while at work in most instances. However, fully vaccinated DHCP could dine and socialize together in break rooms and conduct in-person meetings without source control or physical distancing. If unvaccinated DHCP are present, everyone should wear source control.*

## **Should we continue to screen patients and DHCP?**

*The CDC recommends you continue to screen and triage everyone entering a*

*dental facility for signs and symptoms of COVID-19. The CDC also recommends using additional infection prevention and control practices. These practices are intended to apply to all, not just those with suspected or confirmed SARS-CoV-2 infection.*

*Continue to consult ADA guidance at [www.ada.org/virus](http://www.ada.org/virus) and CDC guidance for updated guidelines related to COVID-19 safety.*

*As always, the MDA and ADA will continue to monitor the situation.*



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## If you're a Maine dentist, we should talk.

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

It's darn hard work, **but you don't have to go through it alone.** Consider a legal partner and a trusted peer who will be with you for the long run.

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# Plan For An Emergency Dental Practice Sale - What To Consider

BY DAN CROFT AND ANDREW RAMSDELL  
TD Bank

The pandemic has shown business owners and consumers alike the importance of emergency preparedness. While businesses have long recognized the need for these plans, many small businesses, including dental practices, entered the pandemic from a position of vulnerability. According to TD Bank's Small Business Recovery Survey, 81 percent of small business owners did not have a disaster or crisis plan in place prior to pandemic shutdowns.

Dental practice owners should use the pandemic as a catalyst to develop and/or revisit their emergency plans. Much like having life and other important insurance policies, developing and implementing a prepared practice sale plan provides protections and assurances for the business.

## Considerations:

- **Industry Expertise:** Select a local

expert transition consultant to act as a qualified advisor to get the practice valued and sold. A transition consultant who is familiar with the practice and market will be in the best position to find a buyer and can even help find temporary coverage for patient appointments while the sale is pending.

- **Timing:** The sooner the practice can be sold after an unexpected event, the better it will retain its pre-crisis value. Creating a memo of direction with the practice's estate attorney and transition specialist will help facilitate the quick sale of the practice in emergency circumstances. This document, executed by the practice owner and witnesses, clearly states who should be consulted in the event a practice owner is unable to make decisions about the sale of the practice. All doctors with any ownership in a practice (regardless of age and physical condition) should

have a copy of this document.

- **Proper Documentation and Insurance Coverage:** Practice owners should have a current will, estate plan, appropriate medical directives, and a quality disability insurance policy payable to at least age 65. Practice owners should secure adequate life insurance that, at the very least, will cover any practice-related debt, including real estate.
- **Organization:** Dentists should update important information about the practice and their finances annually as if preparing for a sale. A good starting point is collecting financial statements for the previous three years, a current profit and loss statement, a current lease or mortgage statement, any relevant contracts, and an inventory of major equipment. The transition consultant

*(continued on page 7)*



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## SAVE THE DATE - MDA 2021-2022 CE SERIES

The upcoming CE series will include fall, winter, and spring programs, along with the Annual Convention in May.

The fall, winter, and spring programs will include an in-person six-hour course and, later, a two-hour evening treatment planning session that will be live-streamed across Maine.

- **FALL - COURSE: OCTOBER 29; TREATMENT PLANNING SESSION - NOVEMBER 10**
- **WINTER - COURSE: DECEMBER 3; TREATMENT PLANNING SESSION - JANUARY 12**
- **SPRING - COURSE: MARCH 18; TREATMENT PLANNING SESSION - APRIL 6**
- **MDA 2022 CONVENTION: MAY 20 AND 21**

## 2021-2022 CE Series

*(From page 2)*

course will be March 18 and treatment planning session will be April 6. The 2022 MDA Convention will have all-day courses on May 20 and 21.

Topics for seasonal programs will include periodontics and implants, prosthodontics and restorative dentistry, and tooth structure and occlusion.

“Our goal is to create a supportive learning environment focused on interdisciplinary collaboration and the latest in dental technology and practice,” said Dr. Saltz. “We are dedicated to the personal and professional growth of our members and refreshed our curriculum to reflect that.”

The MDA 2020-2021 Continuing Education Series brochure will be mailed out and available soon, as will registration information and more details, both online and in print.

## Practice Sale

*(From page 6)*

can also provide a complete list of necessary documents.

- **Additional Support:** Practice owners can consider organizing or participating in a death and disability group – a group of doctors who will come to the aid of a practice experiencing an emergency. A formal agreement of this nature can provide peace of mind that the practice will be covered in the event of an unexpected death or disability.

If you are interested in learning more, please email [andrew.ramsdell@td.com](mailto:andrew.ramsdell@td.com).

## MDA Recognizes 13 Dentists Who Are 2021 Life Members

The Maine Dental Association would like to spotlight those members that achieved life status for tripartite (ADA/MDA/local component) membership this year.

The MDA's new life members were recognized at the annual business meeting on June 10, which was held virtually.

Those members that achieved life status this year are:

Aroostook County Dental Society – Dr. Bruce Freme;  
Greater Portland Dental Society - Dr. Jay Beagle, Dr. Demi Kouzounas, Dr. Joseph Mangone, Dr. Stephen Morse, Dr. Susan Russett-Collett; Kennebec Valley Dental Society - Dr. Nancy Clifford, Dr. Michael Nawfel; Mid-Coast Dental Society - Dr. David Pier; Penobscot Valley Dental Society - Dr. James Sevey, Dr. H. Joseph Thibodeau, Dr. John Tozer; York County Dental Society - Dr. Haskell Kingston

The Maine Dental Association would like to thank our new life members for their many years of service to the profession and for their continued support of organized dentistry over the years.

The members received a pin and a letter in recognition of attaining life status.



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## Leadership

(From page 1)

Drs. Keeling, Desjardins, and Gagnon were voted into their positions by MDA members at the organization's annual business meeting, which was held virtually on June 10. They all expressed their optimism for what lies ahead for the MDA.

"I am excited to be working with two women who are passionate about dentistry. We all bring different experiences to the table, and I think that will provide us with a well-balanced leadership team," Gagnon, who has been the Kennebec Valley Dental Society representative on the MDA Board of Directors for 13 years, said.

The first for the MDA comes at a time when more and more women are becoming dentists. Recent data from the Health Policy Institute of the American Dental Association show the percentage of dental school graduates who are women grew from 46 to 50.6 percent

The first for the MDA comes at a time when more and more women are becoming dentists. Recent data show the percentage of dentists in the workforce who are women grew from 24.1 to 34.5 percent from 2010 to 2020.

between 2009 and 2019, and the percentage of dentists in the workforce who are women grew from 24.1 to 34.5 percent from 2010 to 2020.

Keeling said having three women in executive positions on the MDA Board of Directors "recognizes the inclusivity of the MDA," and shows the commitment of the MDA to developing female dentists for leadership positions. Dr. Desjardins also spoke about influencing the next generation.

"I've always sought to provide mentorship and encouragement to all young people in whatever they choose to do. This is especially true for young girls and young women," Desjardins said. "If our leadership inspires even one young person to consider a career in dentistry, or to just know that 'she or he can do it', whatever that may be, then we all benefit, don't we?"

HPI expects the increase of women in the dental workforce to continue for several more years.

Dr. Kathleen O'Loughlin, executive director of the American Dental Association, said the ADA "applauds" the historical first for the MDA.

"The dental profession is undergoing a significant gender transformation," O'Loughlin said. "This transformation brings wonderful benefits to our profession, our patients and our communities – empathy, nurturing and emotional awareness, combined with tremendous leadership skill."

(continued on page 9)

SMOMS WELCOMES  
DR. KRIS COOPER!

*Please join us in welcoming the next piece of our practice, Kristopher R. Cooper, to Southern Maine Oral & Maxillofacial Surgery, and back to his home state of Maine.*

\*Upon securing his licensure in Maine, Dr. Cooper's credentials will be Kristopher R. Cooper, DMD, MD



## Leadership

(From page 8)

Dr. Keeling owns a private practice, The Dental Loft, in Portland. Dr. Gagnon also owns a private practice, Gagnon Dental, in Farmingdale. Dr. Desjardins directs a nonprofit dental practice, the St. Apollonia Dental Clinic, in Presque Isle. All three women said they want to draw on their experience to help serve the MDA, its members, and the public.

“Being part of the MDA is a significant part of my work life and my career. Serving the MDA members and the people of Maine, our patients, is a true honor,” Dr. Desjardins said. “It’s a lot of work, but so worth it. And to do it with these two female colleagues as my co-officers is like hitting a grand slam.”

Also at the virtual business meeting on June 10, Dr. David Kerr was voted into the position of treasurer of the MDA Board of Directors, and Dr. Dean Tourigny was voted into the position of secretary.

## Zajkowski Selected For MDA Honor Wall

Dr. Mark Zajkowski, who practices in South Portland, has been recognized by the Maine Dental Association with inclusion on its Honor Wall.

The MDA’s Honor Wall highlights “those who have given extraordinary service to the Maine Dental Association” and is displayed at the MDA Office in Manchester. Zajkowski was acknowledged during the association’s annual business meeting.

Zajkowski is a past president of the Maine Dental Association and is chair of the Maine Board of Dental Practice.

“To be considered for inclusion on the MDA Honor Wall is a great surprise. I have been blessed to be surrounded by supportive colleagues for so many years and to practice this wonderful profession,” said Dr. Zajkowski.

## MDA Staff Receive President’s Award

The Maine Dental Association’s staff members have been recognized with the 2021 MDA President’s Award, which recognizes an individual or group who has made significant and meaningful contributions to the association.

Staff members Patti Bureau, Lucas Knowles, and Jean Lancaster were acknowledged during the MDA’s business meeting. They were singled out for their work on behalf of members during the COVID-19 pandemic. Bureau is the MDA’s assistant director, Knowles is the association’s membership and communications professional, and Lancaster is the MDA administrative support professional.

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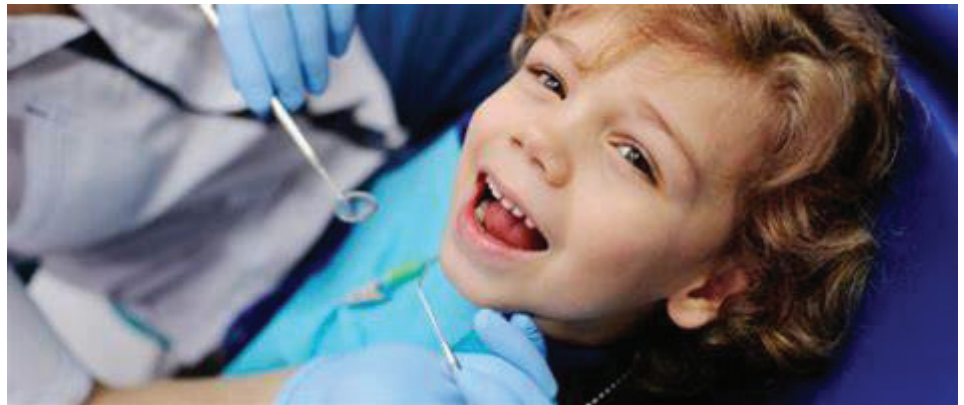
# New Teaching Guidelines For Sedation For Pediatric Patients Published

## ADA NEWS

The ADA Council on Dental Education and Licensure published new sedation guidelines in an effort to provide direction for teaching of initial pediatric pain control, as well as minimal and moderate sedation.

The Guidelines for Teaching Pediatric Pain Control and Sedation to Dentists and Dental Students, published in June, is designed to complement the ADA-endorsed guidelines by American Academy of Pediatrics and American Academy of Pediatric Dentistry for monitoring and managing pediatric patients before, during and after sedation. According to the teaching guidelines, dental students should acquire the knowledge and skills to administer local anesthesia and nitrous oxide inhalation sedation to adult and pediatric patients effectively and safely.

The definition of a pediatric patient as it relates to pain control and sedation is



dependent on age, size, circumstance and intent, according to CDEL. Various regulatory agencies identify a threshold of ages 10-13 years old for pediatric patients in areas such as medication dosage guides, research, training parameters and privacy concerns. In regard to sedation in dentistry, the council wrote, sedation of pediatric patients is different from sedation of adults and may pose a higher risk.

The goals, prerequisites, didactic

content, clinical experiences, faculty and facilities described in the teaching guidelines are intended to guide dental educators in planning their curricula and continuing education courses. The curricula should be taught by trained faculty, who are experienced in all pharmacological modalities, and can help create familiarity with the indications for different therapies.

To read the new teaching guidelines, visit [ADA.org](http://ADA.org).

## REGISTRATION OPENS ON OCTOBER 13TH

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# Legislative Update

(From page 1)

through the pandemic.

Also included in the biennial budget are a comprehensive adult dental benefit for MaineCare patients and a fee increase for dental services. In 1989, Maine passed an emergency-only Medicaid dental benefit which basically covered treatment for pain and infection. Since that time, there have been minor increases to a very limited number of dental fees. This budget includes a comprehensive dental benefit, including preventive services and dentures, and further includes funding to begin the long overdue work of implementing a more equitable payment process for MaineCare dental services.

The MDA, along with a host of other organizations, did a great deal of work on LD 996 - *An Act to Improve Dental Health Access for Maine Children and Adults with Low Incomes*, which passed unanimously in committee. Gov. Mills chose a number of bipartisan initiatives to include in the biennial budget and LD 996 was one of those initiatives.

Throughout the session, committee hearings and work sessions were held remotely utilizing the YouTube platform; it's anticipated that members of the public will again next session have the opportunity to deliver testimony, answer questions posed by committee members, and participate in committee work sessions remotely.

With regard to MDA bills of interest, all in all, it was a very good session. Interestingly, of the 13 bills carried over by the Health Coverage, Insurance and Financial Services Committee, two were dental-related:

- LD 665 - *An Act to Promote Better Dental Care for Cancer Survivors* – as originally drafted, this bill would require health insurance plans to provide coverage for medically necessary dental procedures that are the direct or indirect result of cancer treatments, including chemotherapy, biotherapy, or radiation therapy treatment. Following exceptional testimony presented via YouTube by Drs. Rob Berube and Rebecca Berry, the committee amended the bill to include pre-cancer dental treatment. Because LD 665, if passed, will be a mandated benefit in health plans sold in the state, a mandate study to determine the cost to insured individuals will be undertaken by the Bureau of Insurance.
- LD 1266 - *An Act to Improve the Value of Dental Insurance* – spearheaded by Dr. Jonathan Shenkin,

as drafted this bill will establish a minimum medical loss ratio of 80 percent for dental plans and require rebates to plan members in any year in which a dental plan's medical loss ratio is less than the minimum. At the sponsor's request, LD 1266 was carried over to next session.

There are a number of bills of interest which remain on the special appropriations table awaiting votes on funding. Among those are:

This budget includes a comprehensive adult dental MaineCare benefit, including preventive services and dentures, and further includes funding to begin the long overdue work of implementing a more equitable payment process for MaineCare dental services.

- LD 1501 - *An Act to Protect Oral Health of Children in Maine*
- LD 595 - *Resolve, To Ensure Access to Oral and Facial Ambulatory Surgical Centers in Maine Remain Viable*
- LD 1390 - *An Act To Maximize Health Care Coverage for the Uninsured through Easy Enrollment in the MaineCare Program or in a Qualified Health Plan in the Marketplace*
- LD 120 - *An Act To Lower Health Care Costs through the Establishment of the Office of Affordable Health Care*
- LD 541 - *An Act To Maximize Health Care Coverage for the Uninsured through Easy Enrollment in the MaineCare Program or in a Qualified Health Plan in the Marketplace*

A complete listing of legislation the MDA followed this session appears in the Legislative Updates section of the MDA website. The listing is password-protected for members only.

The Legislature was scheduled to return on July 19 in order to deal with any vetoes from the governor and to complete their work for the session.

Sincere thanks to Dr. Michelle Mazur-Kary and members of the CGR Committee for their work this session. Thanks as well to all of you who testified or submitted written testimony throughout the session.

Enjoy the summer! Stay safe and be well!

**You can find a members-only listing of bills the MDA is following in the Legislative Updates section of the MDA website.**



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# Dentists Looking Ahead In Wake Of McCarron-Ferguson Repeal

BY DAVID BURGER  
ADA News

The Competitive Health Insurance Reform Act, legislation that repeals the McCarran-Ferguson antitrust exemption for health insurance companies, became law on Jan. 13.

The law is the culmination of a multi-year effort by the ADA and dentists to persuade Congress that health care insurance, including dental plans, should no longer be protected from some of the federal antitrust laws.

So, the question is, what happens now?

The new law, aimed at improving transparency and competition in the health, dental and vision insurance marketplaces, was lobbied by the ADA in hopes that this will lead the Federal Trade Commission and the Department of Justice to investigate alleged anticompetitive practices and activities of health care insurers, said David

White, DDS, chair of the ADA Council on Government Affairs.

The main rationale for the McCarran-Ferguson Act, when it was adopted in 1945, was to have states manage the regulation of the business of insurance. Therefore, Dr. White said, the FTC and DOJ may have been hesitant to proceed against insurance companies, even when their conduct was not protected under the limited exemption. Another aspect that may have cooled any investigations was insurance companies claiming McCarran-Ferguson exemption in defense of antitrust allegations, he added.

For example, before the exemption was eliminated, Delta Dental asserted it as a defense to the pending class action lawsuit against the company in which the ADA is a plaintiff.

Consumer Reports, which has long advocated for the reform legislation, praised the passage of the bill as being

good for both consumers of health care services and providers. On Dec. 22, 2020, Consumer Reports wrote “the antitrust exemption has essentially allowed health insurers to act as a monopoly, making demands in lockstep on the terms they will offer consumers and healthcare providers. The resulting squeeze puts pressure on providers to cut corners on service in order to increase the profits the health insurers can extract.”

On a recent episode of the ADPAC and ADA podcast Tooth Talk, the featured guest was George Slover, senior policy counsel with Consumer Reports.

The ADA has developed an FAQ as well as a one-page summary for ADA dentists with questions about how this law will affect dentists and dental practices.

The ADA has a new online hub for ready-to-use dental insurance information that can help dentists address and resolve even their most frustrating questions at [ADA.org/dentalinsurance](https://www.ADA.org/dentalinsurance).

## CONSIDERING SELLING YOUR PRACTICE?

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**CALL (207) 200-4769**



# Tax Strategies Next Topic In MDA Allied Dental Team Course Series

The first of two upcoming courses in the 2021 MDA Allied Dental Team Course Series, *Smart Tax Strategies for the Dental Practice/Owner*, will be held on Friday, September 24.

Mike Royer, CPA, from the firm Berry Talbot Royer, will provide a blueprint to

help practices see maximum results when filing their taxes.

The MDA will also be offering the course *Medical Emergencies in the Dental Office* with Dr. Peter Vellis on Friday, November 19 as part of the Allied Dental Team Course Series.

Courses will be held from 9 to 11 am.

All members of the dental team are invited to sign up.

For more information and online registration, go to [www.medentalce.org/ad-t-courses](http://www.medentalce.org/ad-t-courses).

## News and Notes

HELLO

### New Members

**Dr. Daniel Burke**  
General Practice  
2 Wellspring Rd  
Biddeford, ME 04005  
O=207-284-5957

**Dr. Joo Yeon Choi**  
General Practice  
473 Alfred St  
Biddeford, ME 04005  
O=207-283-3775

**Dr. Kaitlin Clark**  
General Practice  
34 Center St  
Auburn, ME 04210  
O=207-657-3553

**Dr. Ryan Creighton**  
General Practice  
71 Elm St  
Newport, ME 04953  
O=207-368-2500

**Dr. Jason Greenbaum**  
General Practice  
440 Narragansett Trl  
Buxton, ME 04093  
O=207-929-3900

**Dr. Kristen Hoglund**  
General Practice  
63 Preble St  
Portland, ME 04101  
O=207-874-2141

**Dr. Kelly Kirtland**  
Pediatric Dentistry  
716 Stevens Ave  
Portland, ME 04103  
O=207-221-4634

**Dr. Christian Labonte**  
General Practice  
440 Narragansett Trl  
Buxton, ME 04093  
O=207-929-3900

**Dr. Hyun San Lee**  
Orthodontics and  
Dentofacial Orthopedics  
1048 Union St  
Bangor, ME 04401  
O=207-992-2152

**Dr. Michael McCabe**  
General Practice  
22 Bramhall St  
Portland, ME 04102

**Dr. Huy Nguyen**  
General Practice  
85 Western Ave  
South Portland, ME 04106  
O=207-408-0479

**Dr. Hena Patel**  
General Practice  
171 Congress Ave  
Bath, ME 04530  
O=207-443-9721

**Dr. Bonnie Retamozo**  
Endodontics  
275 Bath Rd Ste 6  
Brunswick, ME 04011  
O=207-203-3060

**Dr. Natasha Seavey**  
General Practice  
2 Evergreen Dr  
Oakland, ME 04963  
O=207-861-5801

### Has Your Contact Info Changed?

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

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

The MDA expresses its condolences to the families of Dr. Robert Card, Dr. Keister Richardson, Dr. Bruce Stratton, and Dr. Donald Verrier.

## Companies/Products Endorsed By Both ADA and MDA

- |  |   |
|--|---|
| <b>Waiting Room TV</b> - ADA TV                            | <b>Computers and Technology</b> - Lenovo  |
| <b>Tours and Cruises</b> - AHI Travel                      | <b>Luxury Vehicles</b> - Mercedes-Benz  |
| <b>Practice Financing</b> - BMO Harris Bank                | <b>Office Supplies</b> - Office Depot/OfficeMax   |
| <b>Patient Financing</b> - CareCredit                      | <b>Payroll</b> - OnPay  |
| <b>Fitness</b> - ClassPass                                 | <b>Website and Marketing Services and Secure Communication</b> - PBHS   |
| <b>Interpretation &amp; Translation Services</b> - CyraCom | <b>Shipping</b> - UPS   |
| <b>Appliances</b> - GE Appliances Store                    | <b>ADA Credit Cards</b> - US Bank   |
| <b>Emergency Medical Kits</b> - HealthFirst                | <b>For more information and details about exclusive discounts and special offers for members, go to <a href="http://www.adamemberadvantage.com">www.adamemberadvantage.com</a> to learn more.</b> |
| <b>Apparel for Staff</b> - Lands' End Business             |   |
| <b>Student Loan Refinancing</b> - Laurel Road              |   |

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**Dental Lifeline Network**

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-Gordon J. Christensen, DDS, MSD, PhD

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# Maine Dental Association Preferred Business Partners

## Aerus



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

[www.aerusofaugusta.com](http://www.aerusofaugusta.com)

Augusta location: (207) 622-0125;

Brewer location: (207) 989-5143;

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.

Go to [www.androscogginbank.com](http://www.androscogginbank.com)

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

## Bangor Payroll



1 BangorHR 2 BangorPayroll 3 BangorTime

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

6 Fundy Road, Suite 100, Falmouth, ME 04105 - [www.btr-cpa.com](http://www.btr-cpa.com)

Phone: (207) 781-3445

Email: [info@btr-cpa.com](mailto:info@btr-cpa.com)

## Best Card



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

## 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.com has joined the Henry Schein family. Since 2017, The Dentists Supply Company has been providing consistent, competitive pricing on dental supplies and small equipment to association members in all 50 states. **Save today at [www.TDSC.com/maine](http://www.TDSC.com/maine).**

## Doctors Disability Specialists



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

Contact:

James Kachmar (207) 671-2216;

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

Tyler DeStefano (978) 907-6002;

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

## D.P. Porter Contractors



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

## Harbor Digital



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Harbor Digital is based out of Brunswick and Rockport, Maine. w(207) 236-9097; [www.harbordigitalsystems.com](http://www.harbordigitalsystems.com); [support@harbordigitalsystems.com](mailto:support@harbordigitalsystems.com)

## Lexicomp



MDA members have access to Lexicomp's online drug information reference and medication safety information at a special rate. You can also take advantage of a discount on Lexicomp dental books. **Go to the Preferred 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 dentists statewide with mergers and acquisitions, and other matters like associate contracts, non-compete agreements, loan and real estate transactions, and employee relations and compliance. We also provide estate planning and wealth preservation services. **Call (207) 333-6700; [www.malloyfirmmaine.com](http://www.malloyfirmmaine.com)**

*(continued on page 13)*



# Maine Dental Association Preferred Business Partners

## Optimum Construction Co.



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

## 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. **202 Gannett Drive - So. Portland, ME - 1-800-639-1801 - pattersondental.com**

## People's United Bank



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

## ProSites



ProSites, Inc. is the technology leader in website design and digital marketing for dental professionals. In addition to content for patients, their sites also include features that help streamline patient communications and increase

appointment requests. **For more, and to request a free demo, visit [www.prosites.com/MaineDental/](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; required training and audits; safety plans; and records destruction. **Contact Kevin McManus at [kmcmamus@rcpm.llc](mailto:kmcmamus@rcpm.llc) 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 and sharps disposal. **Customer Care: 800-216-5505; Fax: 508-393-1795; Email: [sales@solmetex.com](mailto:sales@solmetex.com)**

## TD Bank



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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](http://www.tdbank.com/healthcare).**

**Contact: Andrew R. Ramsdell  
Healthcare Practice Finance Specialist  
603-540-7028  
[Andrew.Ramsdell@TD.com](mailto:Andrew.Ramsdell@TD.com)**

## The Thomas Agency



Since 1927, The Thomas Agency has provided third-party debt collection

services to creditors in Maine to assist them to recover accounts receivable. The Thomas Agency offers discounted rates to all MDA members for its services. **Go to [www.thethomasagencyinc.com](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 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:  
Gina Beaulieu - [gina.beaulieu@usi.com](mailto:gina.beaulieu@usi.com)**

**Learn more  
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Preferred Business Partners  
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**The MDA office will be closed:**

- **September 6  
(Labor Day)**

# Classifieds

## GENERAL PRACTICE FOR SALE

General dental practice for sale. Located in downtown Farmington, a university town. 3 operatories equipped. 2 new x-rays, new DCI unit in doctor's room and Midmark. 5 full days of hygiene scheduled 6 months ahead. Doctor scheduled May-June. Price reduced - \$108,000. Revenue \$300,000. Reply if serious only - drsonalipatel@gmail.com.

## LOOKING TO BUY PRACTICE

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

## JOB OPPORTUNITY FOR GENERAL DENTIST

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

## NONPROFIT SEEKS GENERAL DENTIST

Beautiful Mid-Coast Maine, the way life should be! Lincoln County Dental, Inc. is a mission-driven nonprofit oral health organization. We are seeking a general dentist to join our team and help us support the health of our communities in Lincoln County. At Lincoln County Dental, we believe that all people deserve access to high quality, compassionate, comprehensive oral health care. For further information about our organization, please visit [www.lcdental.org](http://www.lcdental.org).

We are seeking a dentist with excellent clinical skills, exceptional interpersonal communication ability, and a passion for ensuring access to high quality care to join our patient centered organization. We look forward to working together to make a difference in our communities. An active state of Maine license to practice dentistry is required. Our preferred candidates will be experienced or have completed an accredited dental residency program.

Lincoln County Dental offers a competitive wage, commensurate with experience, and prorated benefits.

Please submit CVs and letters of inquiry to [jimolson@tidewater.net](mailto:jimolson@tidewater.net).

## ASSOCIATE DENTIST WANTED

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

## ASSOCIATE TO PARTNERSHIP OPPORTUNITY

What are you waiting for?

Maine is a terrific place to live and work, and we have an outstanding opportunity for the right person! Large, multi-doctor general practice in business for four generations looking for a general/restorative/prosthetic dentist to transition from associate to partner or outright sale of 50% of the business.

The practice is a modern, standalone building in Androscoggin County. The area offers an abundance of recreational activities, numerous parks and trails, as well as various cultural opportunities to experience. We are approximately 45 minutes north of Portland, Maine's largest city, and 30 minutes west of Freeport, Brunswick, and the ocean. Boston can also be reached by car, train, or bus within two hours. If interested, please submit your curriculum vitae and a brief introduction to [medentalopportunity@gmail.com](mailto:medentalopportunity@gmail.com). We look forward to hearing from you!

## FQHC GENERAL DENTIST

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

## ASSOCIATE DENTIST 3 DAYS A WEEK

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

## GENERAL DENTIST

Seeking an experienced p/t (with opportunity for f/t) general dentist to join our growing team! We have multiple locations in the southern Maine region and provide exceptional quality care with cutting edge technology (digital workflows, CBCT, cad-cam etc.). Patient experience and quality care are the cornerstones of our philosophy and a warm personality is a must. Earning potential is very competitive and lots of dentistry available! Surgical and endo comfort a plus. Email at [mainedentaljobs@gmail.com](mailto:mainedentaljobs@gmail.com).

## DENTAL ASSOCIATE

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

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

## PROPERTY FOR SALE

Property for sale. Beautiful, two treatment room office set up in the woods of Walpole, Maine. Previously a denturist office with a considerable dental laboratory on the second floor. Attached four bay garage and small retail rental cottage on site. See images at [www.denturedesigns.com](http://www.denturedesigns.com) or call Kathryn Young at (207) 745-2054.

## ASSOCIATE DENTIST - FULL-TIME

Well-established, modern dental practice in beautiful Augusta, ME has an opening for a full-time associate dentist to join their team. We are a patient-first dental practice that strives to provide the highest quality of individualized care for our patients. Our office is a modern, state-of-the-art practice with a small-town personality. An active license to practice dentistry in Maine is required. If interested, please email cover letter and CV to Dr. Jason Hamel at [jhamelmd@gmail.com](mailto:jhamelmd@gmail.com).

## PRACTICE SEEKS ASSOCIATE DENTIST

Our patient-focused, fee-for-service practice is seeking a full-time general dentist and part-time endodontist (1-2 days/month) who values comprehensive care, patient experience, and growth. This is a progressive and comprehensive private practice, with advanced technology, looking for associate dentists to support growth and development. This person will be responsible for overseeing re-care, performing periodic and comprehensive exams, diagnosing and presenting comprehensive treatment, and supporting the overall goals of the practice. Our new doctor will be supported by an excellent team of dental professionals who are committed to providing extraordinary patient care and experience. Competitive compensation package, along with continuing education and other professional development resources, available. If you are interested in learning more about this opportunity, please email your resume, along with a cover letter, to [frontdesk@kennebunkdental.com](mailto:frontdesk@kennebunkdental.com).

# Classifieds

## SEEKING DENTAL HYGIENIST

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

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

Applications are available on our website at [www.yccac.org](http://www.yccac.org). Applicants must complete and attach a cover letter and application with their resume. Completed packets will be accepted until September 3, 2021 and may be reviewed upon receipt.

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

## VOLUNTEERS NEEDED

Oasis Free Clinics are seeking volunteer providers for our 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](http://www.oasisfreeclinics.org) or contact Dr. Rick Elsaesser at [rselsaesser@gmail.com](mailto:rselsaesser@gmail.com).

## ENDODONTIC PRACTICE ADDS PROVIDER

Access Endodontics in Brunswick is excited to announce the arrival of Bonnie J. Retamozo DDS, MSD! She shares our mission to provide the same compassionate care that Access Endodontics was founded on. With Dr. Retamozo, we will have more opportunities for immediate/emergent care and our doors will now be open Monday-Friday.

## DENTAL HYGIENIST POSITION

JOIN our children's dentistry team – RDH or IPDH immediate opening. St Apollonia seeks a dental hygienist, full- or part-time with benefits, including stipends for relocation and for CE. You may qualify for student loan repayment. St A is a NHSC site. Share your passion for providing the best preventive dental hygiene care and education possible. Help us put a SMILE on the face of EVERY CHILD! Please email your resume to Julie at [122sadc@gmail.com](mailto:122sadc@gmail.com) or call (207) 554-5045 for more information.

## OFFICE SPACE RENTAL AVAILABLE FOR SPECIALISTS

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

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

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

## DENTAL ASSISTANT

Kennebunk Center for Dentistry is a state-of-the-art multi-specialty dental practice that provides care that is patient-centric in an upbeat, kind, and compassionate way. The practice is housed under the Livewell Campus, which includes Quest Fitness Center, Southern Maine Health, and Miracle Ear. As the practice is growing, there is a full-time opportunity for a dental assistant to join our team.

The ideal candidate will be someone that has:

- Positive energy and is able to build strong relationships with patients and team members.
- Proficiency in assisting in general dentistry procedures such as restorations, impressions, exodontia, and whitening.
- Excellent customer service skills and multi-tasking ability.
- Prior experience of using Dentrix or other electronic dental records is recommended.
- EFDA candidates would have a great opportunity to grow.

If the information above matches you, please send a CV for this position to [sara@kennebunkdental.com](mailto:sara@kennebunkdental.com). All applications will be kept confidential.

## PRACTICE FOR SALE

Dental practice located in Skowhegan/Madison area. Stable patient base of about 1,600 active patients. Professional, handicap-accessible building; ample free parking. 6 fully equipped treatment rooms (2,600 sq. ft.). Reasonable rent; long-term lease is available. Collections: \$700K. Please contact (207) 200-4769.

## 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!

## 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.

## Use MDA Code For Discounted Funtown Tickets

Funtown Splashtown USA tickets can be bought for a discount by Maine Dental Association members.

Go to [www.funtownsplashtownusa.com/tickets-passes](http://www.funtownsplashtownusa.com/tickets-passes), click on Corporate Discount Tickets, and use the discount/company code **medental21**. You can save up to \$10 per ticket.

There are instructions on the website for



buying corporate discount tickets. For more information, call 284-5139 or go to [www.funtownsplashtownusa.com](http://www.funtownsplashtownusa.com)

**You can also find classified ads at [www.medental.org](http://www.medental.org)**

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