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MDA NEWS

MAINE DENTAL ASSOCIATION

Summer 2022 | Volume 8 | Number 4

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MDA Board Officers Elected; Changes To Bylaws Approved

At the member meeting on May 21 during the MDA Annual Convention, a new slate of MDA Board of Directors officers were elected:

- President: Dr. Norma Desjardins
- President-Elect: Dr. Shanna Gagnon
- Vice President: Dr. Adam Saltz
- Secretary: Dr. Dean Tourigny
- Treasurer: Dr. David Kerr
- ADA Long-Term Delegate: Dr. Heather Keeling

Also at the member meeting during the convention, bylaws changes given the OK by the MDA Board of Directors were approved by members. The most substantial bylaws revision was changing

(continued on page 7)



MaineCare Updates Include Adult Benefit

Updates to MaineCare's dental services, including coverage for adults, investment in reimbursement rates, and making policies consistent with up-to-date evidence-based procedures and practices, took effect July 1 by emergency rulemaking. Emergency rules have a maximum effective period of 90 days. State officials planned to propose

Pages 6,7: Board Of Dental Practice withdraws anesthesia rules proposal, takes up teledentistry

a routine technical rule within 7 to 14 days of the emergency rule to make the updates permanent.

(continued on page 6)

MDA MISSION STATEMENT:

To support members in achieving excellence in dentistry

MDA VISION STATEMENT:

To be leaders in oral health in Maine





Upcoming Allied Dental Team Courses: HPV Awareness; 'Invaluable Assistant'

Registration is now open for two upcoming courses in the MDA's 2022 Allied Dental Team Series. Both courses will be from 9 to 11 am.

Friday, Sept. 23 - *You Are the Key to HPV Cancer Prevention: How to Integrate HPV Vaccination Awareness and Education into Your Dental Practice* (THIS COURSE WILL BE ONLINE VIA ZOOM)

The presenter for this course will be Jessica Reed, MSN, GNP-BC, Maine Medical Association Center for Quality Improvement. All members of the dental team are welcome.

The first hour of this course will be learning about the HPV virus and HPV vaccination. The second hour will explore evidence-based strategies to increase HPV vaccination awareness and education with the adolescents, parents, and the communities you serve.

Friday, Nov. 18 - *The Invaluable*

Assistant-Understanding Factors That Contribute to the Success of Direct Restorative Procedures (THIS COURSE WILL BE AT THE MDA OFFICE)

The presenter will be Amanda Willette, CDA, EFDA, M.S.Ed. Dental assistants and expanded function dental assistants are welcome.

There are a multitude of factors that contribute to the overall success of direct restorative procedures, including material selection, proper mixing techniques, effective moisture control, and material placement. This course will review these factors and better prepare dental assistants for anticipating the needs of the doctor that extend beyond the mundane restoration.

You can find more information and online registration at www.medentalce.org/adt-courses.

A registration form can be found at www.medental.org/adt-membership.

Cahill Begins Work As MDA Exec Director

The Maine Dental Association Board of Directors is pleased to announce that Therese Cahill has been hired as the MDA's new Executive Director.



CAHILL

Cahill brings a breadth of experience to the position, previously serving as the Director of the Office of Child and Family Services at the Maine Department of Health and Human Services, the Director of Constituent Services at the Office of the Secretary of State, a grants and contracts administrator at Maine Quality Counts, an investigator for the Maine Board of Dental Practice, and as a school counselor and a speech therapist in school systems in coastal, western, and central Maine. She has also taught as an adjunct lecturer at the University of Maine at Augusta.

"I am incredibly excited to be a part of the staff of the Maine Dental Association and support the work of its members. Thank you to the board for providing me this opportunity to help strengthen the collaboration and partnership between the members of the MDA and its community and business partners," Cahill said. "Over the next several months, I hope to meet as many members and partners as I can and hear how the Association can continue to improve its efforts in supporting dentists and dentistry throughout Maine."

Cahill was born and grew up in Maine. She has lived in nine of Maine's 16 counties and has family ties from the northern to the southern parts of the state.

Cahill began her work as the MDA's executive director on a full-time basis on June 27.

News from the President's Corner

Norma Desjardins, DMD



Different Starting Points

Over the next 11 months, I hope to begin a conversation with all of you. I suspect that some of you may be wondering how the executive director of a small nonprofit children's dental clinic up in Northern Maine will possibly represent the interests of all Maine dentists. I understand that MDA is all of us. Having been in private practice and now in public health dentistry, I hope I can indeed represent all of us, with the goal of excellence in dentistry for all MDA members and excellent oral health for all Mainers.

As a very young girl, I began work on our family farm as a potato picker. I was about four-and-a-half years old. I picked alongside my older siblings and my mom. We each had a basket. We bent over the rows of freshly dug potatoes, picked them, and filled our baskets. We then emptied the basket into a potato barrel set up in our picking section. Nowadays, most farms use highly mechanized methods of harvesting potatoes, some of which don't require manual labor at all for the picking process.

As a four-year-old of small stature, you might imagine that my ability to contribute to the picking process was limited. However, adjustments were made, and I could add to the day's production quite nicely. One of the most important adjustments was the size of my basket. At the beginning of the season, each picker received a new basket. There were baskets of all sizes available, and fortunately one that fit me just fine. It was an adaptation that allowed for me to participate in the harvest season. In addition, I had well-fitting gloves with which to work, and older siblings who recognized that sometimes they'd have to help me empty my basket into the barrel as it was taller than I was.

In other words, I had a support system. There were adaptations made so that I could be part of the harvest, and so that the overall process was equitable. If I hadn't had the smaller basket that I could actually lift and carry, I could not have contributed to the process, and I could not have earned my new sneakers that fall.

The fact that I have this story to tell was dependent on many more factors than I will relate here, such as a mom

who picked alongside me and always made sure I had good food in my belly. However, it helps me present a thought: not everyone begins or began at the same place. *Not everyone begins or began at the same place.*

I was able to participate in an important part of our local economy because I was provided the tools I needed. The farmer recognized that not all pickers were the same size, so different sizes of implements were needed - baskets, gloves, and even the length of the picker's section were considered.

In today's society, there are still many examples of how we don't all start at the same place, or with the same resources available to us. In dentistry, we have a long way to go to achieve oral health equity for all. One example is well laid out in this infographic: [www.cdc.gov/oralhealth/publications/docs/DOH-](http://www.cdc.gov/oralhealth/publications/docs/DOH-Report-Graphics-two-H.pdf)

[Report-Graphics-two-H.pdf](http://www.cdc.gov/oralhealth/publications/docs/DOH-Report-Graphics-two-H.pdf). Certain groups of adults have twice as much untreated decay as other groups of adults (low-income vs. higher income; less than high school education vs. more than high school education, etc.)

There are many reasons for health inequity: social determinants of health (food and housing insecurities to name just a couple), socioeconomic and culture-based disparities, and many others. As part of the dental profession, it's imperative that we recognize the inequity and reasons for it so that we can learn how best to address the oral health needs of our communities.

We can't just give everyone the same size basket and expect that everyone will be able to pick those potatoes. Maybe we can adjust and meet our patients where they are, at their starting point.

Sometimes adjustments can be made, and the potatoes get picked.

References:

Centers for Disease Control and Prevention: (cdc.gov/oralhealth); American Dental Association: (www.ada.org/publications/ada-news/2021/may/health-equity-and-dentistry; www.ada.org/publications/ada-news/2020/february/addressing-carries-through-the-lens-of-social-justice-and-health-equity-and-human-rights; www.ada.org/publications/ada-news/2021/may/health-equity-and-dentistry)

We can't just give everyone the same size basket and expect that everyone will be able to pick those potatoes ... sometimes adjustments can be made, and the potatoes get picked.

News from the First District Trustee's Corner

Rich Rosato, DMD



School is out, the air is warm, and summer vacations are right around the corner! New England is, in my biased opinion, the best place to live during the summer – whether it is by the ocean, hiking the mountains, taking a canoe out on the lake, or just relaxing in the yard, we are truly blessed to live here. And while we all must take some time to recharge in June, July, and August, the ADA is already planning for our return in the fall. Here are just a few of the issues on which we are currently focusing:

FIRST PERIOD: Summer vacations are supposed to help us recharge. The challenges of the last few years, not to mention the ones before us now, make it difficult to relax and reset ourselves. But as difficult as it is for dentists to do so sometimes, we all must take some time to step back and focus on our wellness.

Mental health and wellness are not mere buzzwords that came and went during the pandemic. That two-year period did not just create the need for us to focus on our health and well-being (as well as that of our oral health colleagues), it helped cast a light upon it. Like oral health, mental health is an absolutely essential part of a person's overall health. As dentists, we often put aside wellness to focus on the success of our practices and the care of our patients. Then again, we cannot do so if we are physically, mentally, and spiritually drained.

Thankfully, wellness was one of many areas on which ADA began focusing during and after the pandemic. We have an updated webpage offering a wide range of resources and information on this critical issue. Simply go to www.ada.org/resources/practice/health-and-wellness to learn more about ADA's Health and Wellness programs. Locally, states have many similar resources, such as the Professionals Health Program (PHP) and Wellness Committees dedicated to availing to every dental professional an array of services. Wellness, after all, is something we should embrace year-round!

SECOND PERIOD: A few months ago, the ADA – like so many other small, medium, and large businesses around the world – fell victim to a cyber-incident. It took the ADA team more than a month, working 24/7, to make sure the damage was contained and to restore

ADA's operations. We all owe a hearty salute to the ADA leadership and staff, who truly went above and beyond to get us back online and running smoothly.

As many of us know, the Chinese character for the word "crisis" is comprised of two smaller characters: one for "danger", the other for "opportunity." Indeed, the ADA took this concept to heart when, led by President Dr. Cesar Sabates and Executive Director Dr. Ray Cohlma, it used the incident as a launching point to expedite the development and implementation of our new Customer Management System (CMS), which includes innovative technological upgrades that will make member services simple, user-friendly and safe.

The ADA Board, along with executive directors and ADA staff, are now working together to turn the recent cybersecurity crisis into an opportunity that will benefit every ADA member.

THIRD PERIOD: While we bask in the sunlight during the summer months, preparations are underway for the fall and our annual pilgrimage to the ADA House of Delegates. Registrations opened just a few weeks ago – at www.ada.org/education/smilecon/registration – and now preparations are underway for a very busy fall caucus schedule. Your Maine Dental Association has assembled a team of delegates, alternates, and other leaders who will take part in online meetings this summer, travel to Nashua, NH, for the caucus in September, and to Houston for the ADA House of Delegates in October.

The ADA First District Caucus members, including the Maine delegation, will be hard at work this summer and fall, reviewing hundreds of resolutions, examining issues that are critical to dentistry and plotting the ADA's course into the next year and beyond. It is an honor to see these exemplary leaders in action and to work with them throughout the summer and fall. When you see them around the state this summer, don't forget to thank them for their hard work on behalf of dentists around the country!

As always, it is always an honor and pleasure to serve as your ADA First District trustee. I wish each of you and your families and loved ones all the best for the summer months!

While we all must take some time to recharge in June, July, and August, the ADA is already planning for our return in the fall.

ADA Considering Strategic Forecasting Model Over Strategic Planning

Earlier this year, a special task force of American Dental Association delegates from each trustee district was charged with evaluating that business model and determining, if necessary, how best to improve the association's processes to enable innovation, speed, and transparency. The task force observed that a modernized business model for the ADA would require the support of a nimble governance process.

The task force made its recommendation to the ADA Board of Trustees: Evolve the ADA's governance from a five-year strategic planning model into a dynamic strategic forecasting model that would empower the ADA to act quickly in response to change, deliver member value in real time, and remain on course

towards its long-range goals.

With unanimous approval of the task force's recommendation, the board has submitted a report to the 2022 ADA House of Delegates proposing a shift from strategic planning to a strategic forecasting model for ADA governance.

Strategic forecasting confers three important changes the ADA's current framework:

- **The House of Delegates will focus on its highest and best use** and establish the association's multi-year strategic forecast
- **A new Strategic Forecasting Committee — as an entity of the House — will work year-round to**

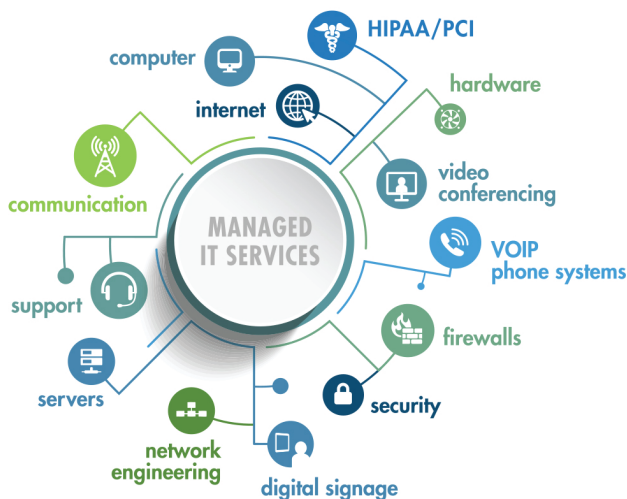
refine the strategic forecast and facilitate immediate action when it's needed most, based on the ADA's current environment and emerging member needs

- **The Board of Trustees manages the budget in support of the strategic forecast** as determined by the House. Funding toward the ADA's strategic programs and initiatives (which will continue to be led by ADA councils) will be reallocated as needed.

At the ADA House of Delegates in Houston in October, delegates will have the opportunity to ask questions and share their perspectives on the governance change at their caucus meetings and during a town hall event.

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Members can go to www.medental.org and click on Publications**

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MaineCare

(From page 1)

The proposed rule and the emergency rule updating Section 25 of the MaineCare Benefits Manual will have different prior authorization requirements.

The emergency rule effective July 1 does not include certain prior authorization requirements for which there was not clear consensus from pre-rulemaking consultation with stakeholders and department clinical resources.

The proposed rule, which will go into effect in its adopted form no more than 90 days after the emergency rule, includes all prior authorization requirements the Maine Department of Health and Human Services initially recommended in pre-rulemaking consultation, in alignment with standard practice by state Medicaid agencies nationally. Including these new requirements in the proposed rule allows for further public comment

STATE TELEDENTISTRY RULES ON TABLE

The Maine Board of Dental Practice is planning to take up proposed new rules for teledentistry in the state.

The proposal for Chapter 15, "Practice Requirements for Teledentistry Services," can be found on the board's website at www.maine.gov/dental.

According to the Board of Dental Practice, "This is a new rule identifying the practice requirements when dental professionals licensed by the Board utilize teledentistry services. This rule proposal includes language specific to definitions, general requirements, scopes of practice, supervision and delegation, privacy and security, emergency services, codes of professional conduct, technology and equipment, and patient disclosure requirements."

The deadline for public comment on the proposed rules is July 31 at 5 p.m. A public hearing has not been scheduled yet. The MDA will keep members updated regarding details for the public hearing.

For more information, contact the Maine Board of Dental Practice at (207) 287-3333 or dental.board@maine.gov.

and department deliberation to determine whether to adopt these new requirements in the final rule.

More information can be found by going to the Office of MaineCare Services

webpage at www.maine.gov/dhhs/oms and clicking on MaineCare Dental Reform after clicking on About Us and Projects & Initiatives. A fee schedule and billing guidance is now available at mainecare.maine.gov.



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Anesthesia Proposal Withdrawn By Board

At its June 24 meeting, the Maine Board of Dental Practice reviewed public comments received on the proposed changes to Chapter 14 – specific to dentist requirements when utilizing a certified registered nurse anesthetist as part of a 14-day agreement. Upon review and discussion of the public comments, as well as ongoing efforts to update the sedation rules to reflect current guidelines to ensure patient safety, the board voted to withdraw the rulemaking proposal.

In a separate vote, the board directed board staff to draft proposed rulemaking language for its July 15 meeting that would require advanced life support certification requirements. The requirements would be not only for the operating dentist, but to ensure the same life support certification requirements are identified for authorized sedation providers identified under Chapter 14.



MDA Past President Dr. Brad Rand swears in MDA board officers (from left) Dr. Norma Desjardins, Dr. David Kerr, Dr. Adam Saltz, and Dr. Dean Tourigny.

Officers, Bylaws

(From page 1)

the MDA's committee structure, deleting subcommittees and creating the following standing committees:

- Committee on Annual Convention
- Committee on Communication
- Committee on Continuing Dental Education
- Committee on Government

Relations and Political Action

- Committee on Membership and New Dentists
- Committee on Peer Review and Ethics

Thank you to everybody who attended the MDA's 2022 Convention in Bar Harbor. Be sure to mark your calendar for next year's convention, which will be back at the Harborside Hotel, Spa, and Marina in Bar Harbor June 8-10.

Coming Summer 2022...

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Please join us in welcoming

*Dr. Robert A. Walsh &
Dr. Meaghan M. Bradley*
to our practice!

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Registration Opens Soon For CE Series; Save Course Dates

The MDA's 2022-2023 continuing education series, with a "back to basics" theme, will offer courses and corresponding treatment planning sessions in the fall, winter, and spring, along with the 2023 Convention.



Topics will include peri-implantitis and orthodontics; ceramics and composites; periodontal surgery; opioids and anesthesia; and the oral/systemic connection.

Save the dates:

Fall Course: Oct. 21

Winter Course: Jan. 6, 2023

Spring Course: April 7, 2023

Annual Convention: June 8-10, 2023

Courses will be held at different locations throughout the state and the 2023 Annual Convention will be in Bar Harbor. More information and registration will be available in the coming weeks.



Radiology Exam Prep Course Offered

The MDA is offering a preparation course for the DANB® Radiation Health and Safety (RHS®) Exam on Friday, September 30 from 9 am to 4 pm (half-hour lunch, which is included) at the MDA Office in Manchester.

The presenter will be Amanda Willette, CDA, EFDA, M.S.Ed, and owner of Beyond Compliance, PLLC.

Cost (ATTENDANCE LIMITED): \$340 for MDA Allied Dental Team members, \$390 for all others. The course price

includes six-month subscription to a practice test.

This course is intended for dental auxiliaries with at least three months of clinical experience with a basic understanding of dental terminology and tooth numbering.

There is a textbook that is required for attendees to review prior to attending the course. Information about that textbook, along with more information and a registration form, can be found at www.medental.org/prep-exam.

MDA Employment Assistance Database

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

Those individuals looking for a position within a dental office and dental offices looking for staff members can go to www.medental.org/mda-employment-assistance and fill out the appropriate forms to be included in the database. The MDA is hoping this member benefit will help to connect dental offices with potential employment candidates.

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MDA's Committees Seeking Volunteers

The Maine Dental Association has revamped its committee structure and is looking for volunteers to offer their time and expertise to these committees. The following are the MDA's committees:

- Committee on Annual Convention
- Committee on Communication
- Committee on Continuing Dental Education
- Committee on Government Relations and Political Action
- Committee on Membership and New Dentists
- Committee on Peer Review and Ethics

If interested in volunteering, contact executive director Therese Cahill at tcahill@medental.org or (207) 622-7900.

Kerr Now Included On MDA Honor Wall

Dr. David Kerr, who practices in 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. Kerr was acknowledged during the MDA's Annual Convention on May 20.

Kerr has practiced in Portland for more than 30 years. He attended the University of the Pacific School of Dentistry and did his general practice residency at Long Island Jewish Hillside Medical Center. Following residency, he taught at the University of Pennsylvania School of Dental Medicine and



KERR

the University of Connecticut School of Dental Medicine. Kerr is a past president of the Maine Dental Association and is the association's treasurer.

"I was happily surprised to be included on the MDA's Honor Wall. I came to Maine almost 40 years ago and have been blessed to work with the state's dental community, who work hard to provide oral health care to the people of Maine," said Kerr. "I have always felt it is important to give back to the community. There have been many people that have helped me along the way, and I thank all of you."

Be on the lookout in the coming months for our 2022 Membership Roster, which will be available for members in physical form and online.

Dental Law & Business Summit

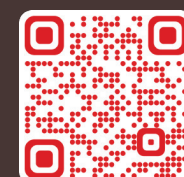
September 23, 2022

9 am - 4 pm

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- Buying and selling a practice
- Insurance
- Accounting
- Risk management
- Human resources issues

Breakfast, lunch, and entertainment will be provided.



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This Year's Credit Card Brand Fee Changes And Your Bottom Line

BY PHIL NIETO

President, Best Card

Many businesses are unaware of the fact that card brands (Visa, Mastercard, Discover, and American Express) all charge set fees, known as Interchange, when you process a payment. It's important to know that the card brands do regularly adjust their fees, normally every April and October. In April 2022, they moved forward with several large increases to Interchange which had previously been on hold due to the pandemic. While this adjustment was nationwide, what you may not know is that many processors took advantage of it to further increase their own rates more than the actual card brands, thus subjecting offices to not one but **two** price hikes.

Remember: all credit card processors pay the same Interchange fees back to the card brands as the direct cost on every transaction. Interchange rates can be affected by:

The type of card:

- Debit is almost always cheaper than credit, no matter whether it's processed with a PIN or without.

How you accept the card:

- If the card is present (chip/swipe/contactless), you typically receive the lowest rate.
- If the card is not present for the transaction (keyed or website payments), you get a lowered rate if the billing ZIP code and the 3- or 4-digit card security code are used during the transaction.
- If the card is not present, and the ZIP code and security code are not used, you will be paying the highest rate. ***This type of payment saw a sizable increase in April 2022 with certain cards going from 2.70% to 3.15%!***

Follow Best Practices for Best Prices

The great news is that avoiding this

increase is relatively simple - when keying in a payment, always enter the cardholder billing ZIP code and card security code. Not only will you avoid this specific rate increase, but it will also consistently save you from paying higher interchange fees and make it more difficult for a cardholder to dispute the charge.

If it has been a while since you took a close look at what you're paying to accept cards, or if you've seen notices of increases on your recent statements, now is a great time to make sure you're not being overcharged! Best Card, endorsed by the MDA, saves offices an average of \$4,221 or 28% annually on processing fees by offering locked-in rates with outstanding customer service.

Send a recent processing statement to Compare@BestCardTeam.com or fax it to 866-717-7247 for a detailed, no-obligation cost comparison and a \$5 Amazon gift card. Give us a call at 877-739-3952.

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Female First-Year Dental Students At Highest Ever

BY KIMBER SOLANA
ADA News

Women made up 56% of first-year dental students in 2021 — the highest rate ever, according to the ADA Health Policy Institute, which studied the latest changes in demographics of first-year dental students in the Commission on Dental Accreditation's Survey of Dental Education.

In addition, HPI found that first-year enrollment also increased among Black and Hispanic dental students compared to a decade ago, and decreased among non-Hispanic white dental students

According to the fall 2021 data, 49.5% of first-year dental students were white, the second consecutive year when enrollment among this group was less than half; 7.3% were Black (compared to 5.6% in 2011); 10.7% were Hispanic (compared to 7.2% in 2011); and 22.5% were Asian (compared to 23.8% in 2011).

HPI tracks demographic changes to study

ongoing workforce trends. According to HPI, gender, race, and ethnicity affect systemic differences in practice patterns, including ownership rates, affiliation with dental service organizations, Medicaid acceptance, practicing in a shortage area, and amount of hours practicing.

The gender shift is going to accelerate several trends, including practice consolidation and a shift away from practice ownership, according to HPI.

According to an HPI webinar in March, gender parity is projected to reach the dentist workforce in 2040, as more women pursue dentistry. Women made up 20% of the dentist workforce in 2005; 34.5% in 2020. Practice ownership also continues to decline, from 84.7% in 2005 to 73% in 2021.

These data were published in the 2021-22 Dental Education Program Enrollment and Graduates Report, a new HPI publication.

To download the full report, visit ADA.org/edreports.

Members Can Save On Events at Cross Arena

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

Upcoming discounted events:



I Love The 90's Tour - August 13 at 7:00 pm - SAVE UP TO \$5 PER TICKET

The Price Is Right Live - September 29 at 7:30 pm - SAVE UP TO \$5 PER TICKET

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

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IDS + Midway Dental

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✓ **New 1% Annual Loyalty Rebate***
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We are all in this together and collectively share the vision of shaping the future of dentistry through excellence in education while improving the health of Maine residents and those of northern New England.

**Warm wishes,
UNE College of Dental Medicine**

FDA Orders JUUL To Stop Selling, Distributing E-Cigarettes In US

The U.S. Food and Drug Administration denied authorization for JUUL Labs to market all of its products in the U.S., according to a FDA news release.

The company must stop selling and

distributing its products and those currently on the U.S. market must be removed or risk enforcement action, according to the FDA.

JUUL Labs is an American electronic

cigarette company. According to the Associated Press, "JUUL launched in 2015 and within two years rocketed to the top of the vaping market. JUUL, partially owned by tobacco giant Altria, still accounts for nearly 50% of the U.S. e-cigarette market."

News and Notes



Dr. Sofia Reagan
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Buxton, ME 04093
O=207-929-3900

Dr. Meghan McAlary
General Practice
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Windham, ME 04062
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Dr. Franchesca Rolshud
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Standish, ME 04084
O=207-642-4300

Dr. Jacqueline Auger
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Springvale, ME 04083
O=207-490-6900

Dr. James D'Amico
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Cumberland, ME 04021
O=207-829-5937

Dr. Nicole Nutter
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Dr. Devon Austin
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O=207-614-7487

Dr. Jenna Fongemie
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Dr. Laura Oakes
General Practice
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Dr. Jubal Stewart
General Practice
12 Bolduc Ave
Fort Kent, ME 04743
O=207-834-3012

Dr. Ashley Blanchfield
Pediatric Dentistry
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Augusta, ME 04330
O=207-622-0303

Dr. Samantha LeDuc
General Practice
138 Harrison Rd
Bridgton, ME 04009
O=207-647-8052

Dr. Katelyn Pierson
General Practice
460 Main St Ste 1
Springvale, ME 04083
O=207-206-1311

Dr. Robert Walsh
Oral & Maxillofacial Surgery
20 W Cole Rd
Biddeford, ME 04005
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Dr. Jason Cummins
General Practice
102 Western Ave
Augusta, ME 04330
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Dr. Luke L'Heureux
Oral & Maxillofacial Surgery
244 Kennedy Memorial Dr
Waterville, ME 04901
O=207-873-0117

Dr. Patrick Randall
General Practice
16 Main St
Gray, ME 04039
O=207-657-5440

Dr. Hyung Rok You
Endodontics
192 Western Ave
South Portland, ME 04106
O=207-405-0004

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The 2022-2023 MDA CE Series
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and be available online soon.**

Contact Information Changed?

**Let us know! Mail: PO Box 215,
Manchester, ME, 04351; phone: (207)
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The MDA expresses its condolences to the families of Dr. David Baker and Dr. Howard Berg.

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are fixed and
I can eat
again.”

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-Gordon J. Christensen, DDS, MSD, PhD



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Tyler DeStefano (978) 907-6002;
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Independent Dental Solutions (independent-ds.com) is a free group purchasing organization that offers independent dentists savings on supplies and equipment purchases through direct manufacturer partnerships. On average, IDS members save 23% on their dental supplies compared to the previous year's spend. IDS also offers a free cost comparison.

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Mascoma Bank is a full-service, mutually owned bank based in Northern New England. Their Private Bankers provide concierge-level financial relationship management for dentists, their practices, and their families. **Contact David Carter at david.carter@mascomabank.com, or 207-800-9977.**

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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 kmcm anus@rcpm.llc or 781-254-5727.**

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USI Insurance Services/PPP



USI Insurance Services is the agent who brings the Professional Protector Plan for Dentists to the MDA, and provides insurance in the form of professional liability (malpractice), general liability, property, employment liability, cyber liability, plus many other coverages. MDA members receive a 5% discount on their professional liability insurance. Dentists purchasing practices for the first time, new graduates, and dentists who work part time receive special discounts.

Contact:
Kathy Sukley - kathleen.sukley@usi.com

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

MDA office will be closed:
• September 5 (Labor Day)

Contact the MDA:
Phone: 207-622-7900,
Email: info@medental.org

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STAFF DENTIST

Do you practice with your heart? Penobscot Community Health Care is seeking a staff dentist to join our Bangor, ME dental center! Our mission motivates and encourages us on a daily basis to increase access to exceptional dental care for all, regardless of life circumstance. Join the largest FQHC in Maine, known for being bold and inventive in pursuit of its mission, with a truly integrated medical home model where dental plays a vital part in the care team! PCHC is rare in the best way possible ... this is the place for you.

Competitive pay; benefits; loan repayment; relocation assistance; generous CME allowance; team-based, provider-led care; progressive and informed leadership; and more!

Apply directly at www.PCHC.com. Contact Jamie Grant, provider recruiter, at recruitment@pchc.com.

GENERAL PRACTICE FOR SALE

Boutique general practice in Bangor with 1,117 active patients; focused on preventative maintenance and restorative services using state-of-the-art equipment in a family-focused setting. This clean, bright, and modern practice has three operatories and potential for a fourth. Live, work, and play in Maine with access to city, coast, and trails - the way life should be. Contact jenn@trinitybusinessconsultants.com or (207) 949-4688.

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Due to popular demand, we're growing. If you're the right person for this opportunity to make a difference, you care about kids. This well-established nonprofit children's dental practice seeks a licensed RDH to join our energetic team. You will work with an experienced dental hygiene team and a supportive team of auxiliaries. New grads are welcome. Join our team and grow with us. For more information, please call Dr. Norma Desjardins at (207) 227-3646 or email njdesj@gmail.com.

FULL-TIME/PART-TIME HYGIENIST

Looking for a full-time or part-time dental hygienist to join our practice. We are a small, friendly, and modern office located in Historic Downtown Brunswick. If interested, please email us at drbob@drbobfamilydentistry.com or call us at (207) 344-1999.

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 or contact Dr. Rick Elsaesser at rselsaesser@gmail.com.

ASSOCIATE OPPORTUNITY

Looking for a change? One incredible opportunity is available for the right provider. Life in New Hampshire provides a sense of purpose and community. Fantastic location for those that love the outdoors and is just 90 minutes from Boston. Current associate doctors are making 250-550k working M-F, 8-4. Please contact dzhao@raynordental.com to continue the conversation.

WALK-IN CARE DENTIST

Penobscot Community Health Care, Bangor ME - opportunity for a general dentist to join our large and busy comprehensive dental center. The walk-in care service provides emphasis on outstanding acute walk-in service. The fast pace and variety of the walk-in care environment is challenging, but exciting and never routine. PCHC's mission motivates and encourages us on a daily basis to increase access to exceptional dental care for all, regardless of life circumstance. Join a vital FQHC that is inventive and rare in the best way possible ... this is the place for you.

Competitive pay; benefits; loan repayment; relocation assistance; generous CME allowance; team-based provider-led care; progressive and informed leadership; and more!

Contact Jamie Grant, provider recruiter, at recruitment@pchc.com.

SEEKING FULL-TIME HYGIENISTS

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

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

HYGIENIST NEEDED

Seeking hygienist for three days per week in a single doctor general practice in Albion, located between Augusta, Waterville, and Belfast. Schedule averages 7-8 patients per day. New graduates welcome to apply. Salary negotiable. Contact allen.goldey@gmail.com with cover letter and resume.

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.

ASSOCIATE DENTIST POSITION

Once in a lifetime opportunity! Associate dentist position available with North Country Dental office in Gorham and North Conway, NH. Full-time schedule with 401k. Excellent earning potential with experienced, team-oriented staff and 50-100 new patients monthly. High-quality, high-tech offices. Email: officemanager@ncdnh.com; Phone: (603) 466-5015; Apply today!

FULL-TIME RDH POSITION

We are seeking a full-time registered dental hygienist to join our team. Immediate availability. Monday-Thursday. Pay is \$48 per hour (plus benefits).

We are a long-established and fast-growing practice with a beautiful, well-maintained facility and talented team. A few of the benefits we offer: health insurance; health savings account; 401k, paid vacation and holiday time off; free dental care for immediate family.

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Some of the qualifications required but are not limited to: goal-oriented, compassionate, motivated to provide excellent care, excellent communicator, positive attitude. We have a beautiful modern office, a wonderful patient population, an enthusiastic team, and a sincere dentist dedicated to the highest quality care.

For more information, please check out our website at www.midcoastfamilydentistry.com and join us on Facebook. All inquiries will be kept confidential. Please send a cover letter and resume to our office manager, Kristen Clemente, at kristen@midcoastfamilydentistry.com.

DENTIST SEEKING PART-TIME POSITION

Pediatric Dentist with thirty+ years experience in private practice, FQHC, and operating room, who loves kids of all ages, especially those with "special needs," is seeking a part-time position (one day per week +/-). Please call "Dr. Linda" at (207) 966-2676. Thank you!

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HPI Poll: Dental Practice Schedules Steady Over Past Few Months

BY JENNIFER GARVIN

ADA News

Dental practice schedules have been steady in the past few months, with dentists reporting that on average their practices' schedules were about 86% full in June, compared to 88% in March, according to the ADA Health Policy Institute.

These results are part of the latest HPI Economic Outlook and Emerging Issues in Dentistry poll, which was conducted June 14-19.

Other key findings include:

- Staff recruitment continues to be a priority for dental practitioners, with roughly four in 10 dentists reporting that had recently or were currently recruiting dental assistants and dental hygienists as of June. Hiring dental hygienists continues to be the most challenging for dentists.

- Eight out of 10 dentists surveyed reported issuing pay raises for their teams in the past year. Recent wage increases have most commonly been in the 4-6% range.

- The most common benefits dentists

are offering their employees are dental benefits, paid vacation, paid holidays and retirement savings.

Each month, the ADA Health Policy Institute conducts a poll of U.S. dentists, Economic Outlook and Emerging Issues in Dentistry, to measure the economic impact of the COVID-19 pandemic and to gather their opinions on other current and emerging issues impacting their practices.

To join the panel, read the full monthly reports, or view the new interactive state dashboard, visit ADA.org/HPIpoll.

Classifieds

PART-TIME/FULL-TIME ASSOCIATE DENTIST

We have an opening for a part-time or full-time associate dentist to join our fantastic, out of network, general dentist practice located in Sanford, ME. 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: \$120,000 - \$150,000 per year; base daily pay \$600 or 30% of production. Schedule: Monday/Tuesday 8a to 5p; Wednesday 8a to 4p; Thursday 8a to 2p. 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 healthysmilesdrpanesar@gmail.com. Phone calls: Accepted during business hours - (207) 324-4003.

DENTAL ASSOCIATE/PARTNER

Our comprehensive dental practice in Livermore Falls, Maine is looking to add a dental associate and/or partner to our team. We are looking for a dentist that has a passion for quality treatment delivered in a compassionate manner. This position comes with a strong mentorship and ascension model for individuals looking to learn any aspect of dental care. 20 minutes from University of Maine Farmington and 40 minutes from Lewiston/Auburn, this position is perfect for an individual with an appreciation for lake life, hiking, skiing, and all that the outdoors of Maine has to offer.

If you are a dentist interested in connecting with your patients/community, enjoying a good work-life balance, and a strong earning potential, apply today by emailing Kate@sacoriverdentistry.com!

FULL-TIME DENTAL ASSOCIATE

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

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.

PEDIATRIC DENTIST FOR NONPROFIT

Pediatric dentist needed in the Crown of Maine. Come grow with our team and join a well-established nonprofit children's dentistry practice. Lead the team with your knowledge and skills, as we work to serve all children who need a comprehensive, caring, quality dental home. Our communities need you and our team is ready and able to support you. Come grow with us in a wonderful setting of four seasons, outdoor fun, and adventure. For more information, please call Dr Norma Desjardins at (207) 227-3646 or email njdesj@gmail.com.

ASSOCIATE DENTIST

All Smiles Dental in Biddeford, ME is looking for an associate general dentist to provide comprehensive dental services. For more information and to apply, click on "Employment Opportunities" under "Contact Us" at www.allsmilesdentalmaine.com.

DENTIST AT NONPROFIT

Kennebec Valley Family Dentistry is seeking a general dentist and/or pediatric dentist to join our busy nonprofit dental clinic in Augusta, ME. The ideal candidate values high quality care and is comfortable with a wide age range. Excellent benefits, loan repayment, CE allowance, flexible schedule, and more! Contact Bonnie: bssvaughan@msn.com or (207) 623-3400.

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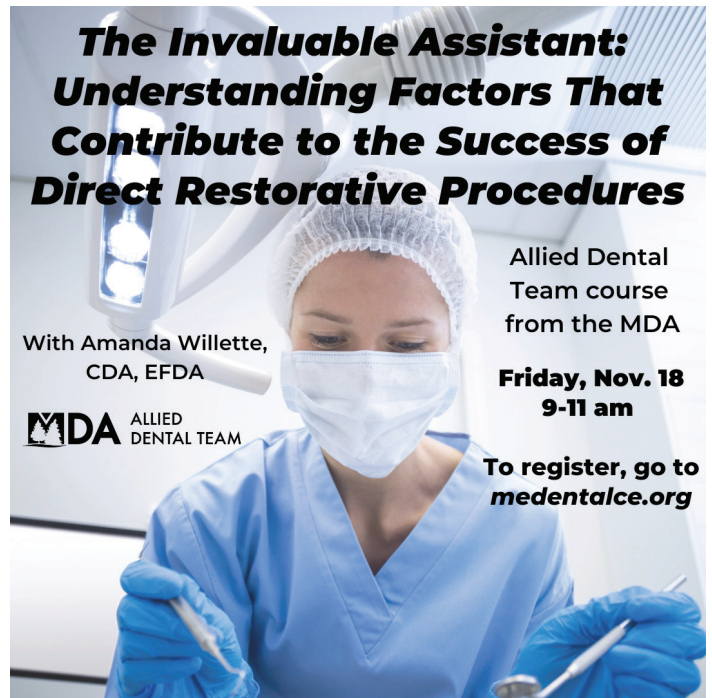
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9-11 am - via Zoom

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