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## What's Inside?



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#### How Dentists Can Help Maine Vets Access Care

#### BY SARAH SHERMAN, MAINE BUREAU OF VETERANS' SERVICES, AND WENDY ALPAUGH, DMD

In April 2020, the Maine Bureau of Veterans' Services was awarded a grant from the Maine Health Access Foundation for a new needs assessment project – "Dentistry Access for Veterans in Maine." The Bureau's interest in researching this special population stems directly from an apparent lack of access to oral health services for veterans, unless they have a 100% service-connected disability rating with the Veterans Administration or meet very specific Veterans Health Administration Dental Program eligibility requirements (i.e. prisoners of war, recently discharged Iraq and Afghanistan veterans, homeless veterans, etc.). If

(continued on page 7)

# MDANEWS

#### MAINE DENTAL ASSOCIATION

#### Summer 2020 | Volume 6 | Number 4



# **Providing PPE To Members**

The MDA has been preparing and distributing over 1,000 personal protective equipment kits to member dentists, and held six pickup events at various locations across the state recently. One of the pickup events was at Oral & Maxillofacial Surgery Associates in South Portland. Thank you to all the practices that hosted, as well as the volunteers, including UNE College of Dental Medicine students, that pitched in.

# **MDA Board Of Directors Officers Elected**

At the MDA Annual Business Meeting on June 30, which was held virtually, 2020-2021 MDA Board of Directors officers were elected. Dr. David Kerr was elected president, Dr. Heather Keeling was elected president-elect, and Dr. Norma Desjardins was elected vice president.

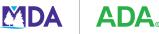
After graduating from St. Lawrence

University in 1974, Dr. Kerr spent a year at Philadelphia College of Art and the University of Pennsylvania. He then went to the University of the Pacific School of Dentistry and did his general practice residency at Long Island Jewish Hillside Medical Center. He enrolled in the Wharton School at the University of

(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



MDA News Summer 2020 page 1

# From The Executive Director's Desk: Here For You

By Angela Cole Westhoff, MDA Executive Director

Hello everyone.

I hope you are enjoying the beautiful Maine summer weather! I hope you, your family and your staff are all doing well. The last several months have been a flurry of activity. The uncertainty of when dental practices were going to reopen was a stressful time for everyone. The Maine Dental Association Board of Directors and staff worked long hours and should be commended for their efforts.

I personally want to thank the MDA Executive Committee members for their time and effort in guiding dental practices across the state during the pandemic, the reopening process, and as we prepare for the future. In particular, Dr. Brad Rand, MDA immediate past president, deserves our sincere appreciation and gratitude for a job well done. Dr. Rand's wisdom, professionalism, drive, and sense of humor helped to steer the MDA in a positive direction during a tumultuous time.

Dr. Rand's term as president of the MDA ended at the end of June, and Dr. David Kerr was elected as our new president. I look forward to working with Dr. Kerr to continue efforts to support the membership and to address the MDA's goals and objectives as outlined in our strategic plan.

While dentistry in Maine is showing many signs that it is turning the corner, we do still need to continue to navigate numerous challenges.



The MDA has been busy preparing and distributing over 1,000 personal protective equipment (PPE) kits to member dentists. We held six PPE events at various locations across the state, and if you have not received your PPE



kits, please contact the MDA Office to make arrangements to do so prior to the August 3 deadline. After that time, PPE will be redistributed. The MDA Board of Directors would like to express its sincere appreciation to the Maine Dental Association Charitable Foundation for their most generous donation to support the procurement of PPE.

The association has also demonstrated significant member value when leading the charge to reopen dental practices and making sure that Maine dentists had the resources they needed to safely resume treating patients. More than 675 participants joined the MDA's webinar series on managing dental practices through the pandemic and returning to work. These webinars were complimentary to all members.

Finally, I hope you found the MDA's reopening guidelines entitled "Establishing Safe Dental Care in the Era of COVID-19: A Unified Vision for Safely Re-Opening Dental Practices in Maine" valuable, as well as the ADA's Return to Work Toolkit. We hear from members daily that both resources have been instrumental in safely reopening and guiding their practices.

The MDA is here for you. We will continue to provide the valuable resources, information, and guidance that Maine dentists have come to depend upon now and in the future.

# MDA Offering Two More Courses In Its 2020 Allied Dental Team Series

The MDA has two more courses planned as part of its Allied Dental Team series for 2020.

"Marijuana and Substance Use in the Dental Practice" will be offered on Friday, September 25, and "Hot Topics in Dental Assisting" will be offered on Friday, November 20.

The cost for each course is \$30 for Allied Dental Team members, \$60 for non-Allied Dental Team members, and \$100 for MDA member dentists. All courses will be from 9:00 to 11:00 am.

For online registration, and more information on courses, go to www. medentalce.org/adt-courses. For more about Allied Dental Team membership, go to www.medental.org/adt-membership.

# **News from the President's Corner**

Greetings as your new president of the Maine Dental Association!

First, I want to sincerely thank Dr. Brad Rand for his leadership. It has been a privilege and honor to work under his leadership during this crisis. I know it has taken many hours from his practice and family to help shepherd us through the first six months of this crisis – besides all that he had done before this crisis. It is nothing short of awesome.

I want to also thank everyone – officers and members – as well as the Maine Dental Association staff for stepping up to the plate in this time of unexpected change. In fact – the phrase "stepping up to the plate" seems not quite adequate. There is no plate – we are creating a new plate to step up to!

I want to applaud us all as colleagues. We have had to figure out how to open our practices and keep our patients, our team and ourselves safe. And it is not over yet. There are still a lot of questions. Will there be another shutdown? How can I run a practice where overhead has increased and, by necessity of COVID-19 guidance, productivity is down? Is there going to be another economic downturn? Lots of questions! And lots of anxiety! This is certainly not the annual plan we were planning!

In the Harvard Business Review, in an article titled "Leading Through Anxiety," Morra Aarons-Mele says:

"Anxiety isn't always counterproductive. It can prompt you to react quickly to threats, and in a crisis, it can spur you to make your team more resourceful and productive. But unchecked, it zaps your energy and clouds your decisions. Anxiety is a powerful enemy; you need to disarm it. First, you must accept your anxiety and know what triggers it. David Kerr, DDS



Once you do that, you can begin managing it. Work to distinguish between the possible

and the probable. Structure your time, take small, meaningful actions, and try techniques that reduce anxiety's physical symptoms. Set yourself up so that anxiety doesn't harm your ability to lead."

And this is the beauty of being part of the Maine Dental Association.

We have a built-in structure for supporting each other. Each of us are in a local dental society. We each have colleagues we can talk to and share experiences and concerns. I would like us all to become positive change agents. We all have so much we can share and help each other with.

Now is the time to reach out to each other. And, oddly, it is now easier to do by Zoom! So, my challenge to you all is to reach out to each other. The power of one leads to the power of many!

In summary:

- 1. Take time for yourself
- 2. Pause and take a deep breath
- 3. Know you cannot solve the problem overnight
- 4. Take steps single steps add up to many steps
- 5. Pick up the MDA membership directory and reach out. We are all in this together. Help each other.
- Have some thoughts on how the MDA can help? Talk to your officers and representing board member. Email me!

Together we can nail this!

## **American Dental Association Annual Convention Going Virtual**

The ADA FDC Virtual Connect Conference will be held October 15–17, and is being billed as "a live and ondemand experience like no other dental meeting before," where "you can interact in real-time — or catch up later with on-demand access. '

The conference will feature networking events to get

attendees back in touch with their fellow dental professionals, as well as sessions dedicated to improving mental and physical health.

Find out more by going to ada.org/meeting. That is also the place where registration for the conference will begin on August 12.

# **News from the First District Trustee's Corner**

### **Three Periods**

English poet Robert Browning once said, "my sun sets to rise again." Although the sun set in March, it was a certainty that it would rise again. Now we are seeing the darkness created by the pandemic begin to lift as we return to work awash in the new sunlight. It is not the same world it was before COVID-19 arrived, and there is clearly much more work and challenges that lay before us. But as dentists, we can and will adjust, adapt and move forward with the latest information to help us go about our task of caring for our patients.

**FIRST PERIOD**: Like most epidemics and pandemics, the most difficult challenge for epidemiologists and researchers has been getting ahead of the COVID-19 virus – how it is transmitted and how its rapid spread may be halted. At first, dentists made the wise decision to close our doors to all but emergency patients. This short-term policy helped us, as dentists, slow the spread of the disease, alleviate the burden on hospitals and, at the same time, prepare us for a return to care. The result is clear: dental offices are, according to the data, safe for patients and staff alike.

The key is the development and implementation of science-based guidelines and toolkits produced by the American Dental Association. ADA's guidelines on PPE, the Return to Work Interim Guidance Toolkit and the COVID-19 Hazard Assessment and Checklist are proving critical to the sustained safety of reopened dental practices. Of course, it is essential that every dentist ensure that his or her staff is fully versed on the protocols contained in these documents. It is also important that dentists and staff continue to monitor the information posted on the ADA's COVID-19 website, www.ada.org/virus. The science on COVID-19 continues to evolve – we must remain ahead of it.

**SECOND PERIOD:** The pandemic has had a profound impact on the ADA and every state component society within it. Maine, like the rest of the tripartite, is assessing the long-term financial impacts of this crisis. ADA, meanwhile, is undergoing a similarly careful review of our current and projected budget, analyzing areas in which austerity is warranted and others in which investment is necessary. You have no doubt seen some of the fruits of these reviews: the Annual Meeting and House of Delegates in Orlando have been canceled in their physical forms (with the House moving to an online platform), while the ADA's Health Policy Institute and Science and Research Institute Rich Rosato, DMD



continually invest their resources to ensure the safety and long-term financial health of dental practices. Undoubtedly, the ADA will I

dental practices. Undoubtedly, the ADA will be conducting further assessments in the coming months to adapt to the new realities created by the last few months.

Meanwhile, the board and the ADA's staff and many councils and committees (including the Council on Membership and the Council on Government Affairs) are working together to ensure that members are getting from their annual dues a return on investment. Some of the results of this constant assessment of member value include the nationwide distribution of 3M KN95s (Maine members were among the first in the country to start receiving this PPE), a vast array of free online CE programs, and the passage of several congressional bills that avail to dental offices billions of economic recovery funds. These efforts are helping relieve the stress on dentists across the country. Their work is not over yet, however – keep monitoring your e-mail for updates and new opportunities.

**THIRD PERIOD:** One of the biggest challenges of being a volunteer leader in organized dentistry - whether a council/committee chair, a board member, an officer or a district officer - is hitting the ground running. The 2020-2021 leadership year has thus far proven far more of a challenge in this arena, with increased demands, politics and uncertainty associated with the pandemic. I could not be more encouraged that volunteer leaders like Maine's Dr. Brad Rand, Massachusetts' Dr. Janis Moriarty, Vermont's Dr. Tom Opsahl, New Hampshire's Dr. Lindsey Jackson, Rhode Island's Dr. Marty Elson and Connecticut's Dr. Al Natelli not only rose to meet the crisis - they excelled at managing it. Each state can take solace in the fact that each of these leaders were successful in helping dentists flatten the curve, obtain PPE and get back to work despite an extremely difficult environment.

The next round of New England's organized dentistry leaders is starting to take the reins from their inspiring predecessors. Dr. David Kerr of Maine, Dr. Tam Le of Connecticut, Dr. Mary Jane Hanlon of Massachusetts, Dr. Karyn Ward of Rhode Island, Dr. Joshua Osofsky of New Hampshire, and Dr. Loren Peck of Vermont have been – in light of the crisis – among the most engaged presidentselect with whom I've worked over the years. I have every confidence that each of these dynamic and high-energy dentists will prove successful as both state officers and part of the ADA's national leadership.

I hope each of you has a wonderful summer. As always, it is a great honor to serve as your trustee!

# Try Using Your Own Dental 'Eisenhower Matrix' To Budget Your Time



BY BRAD RAND, DDS MDA IMMEDIATE PAST PRESIDENT

First, thank you to all those who reached out in various ways in support to the MDA and to me personally.

We have a fantastic community of dentists in Maine and I was proud to say that I served as your president this past year because of each of you.

Many of you are probably familiar with President Dwight Eisenhower's Time Management Matrix that was popularized by Stephen Covey in 1989. Essentially, it's a rubric that divides tasks into urgent vs. non-urgent and important vs. non-important.

Quadrant I is something that is both important and urgent. These are our emergencies and crisis.

Quadrant II (most people including myself are less than stellar at this

	Urgent	Not Urgent
Important	o Trying to get your practice back up and running safely and efficiently. o Managing employee expectations and guidance from CDC, ADA, MDA. o Repairing broken equipment or systems.	<ul> <li>o Positioning and strengthening your practice to adapt to post COVID economics.</li> <li>o Reviewing employee handbook, office protocols and Infection Control processes.</li> <li>o Keeping yourself healthy</li> <li>o Reviewing your short- and long-term financial plans.</li> <li>o Strengthening your state and local dental associations/societies.</li> <li>o Important relationships.</li> </ul>
Not Important	o Checking email frequently o Interruptions at work that are not time-sensitive. o Some meetings or phone calls o Other individuals poor planning	o Social Media for personal reasons o Wasting Time o Escape Activities

category) are important but not urgent.

Quadrant III are items that are urgent but <u>not</u> important.

Quadrant IV are items that are neither urgent nor important (most people excel here!)

I don't know about you but I've been living in Quadrant I, trying to make my

way through Quadrant III and hiding in Quadrant IV (which is usually on my phone) because I'm too stressed from dealing Quadrant I.

For those who are more visual, I'm including an example of what that might look like for a dentist.

You certainly would be able to make one (continued on page 6)

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page 5



MDA News Summer 2020

# Officers

(From page 1)

this time, he taught

Pennsylvania to get a master's degree in healthcare administration, as well as major in decision science. During



at the University of Pennsylvania dental school. He also taught at the University of Connecticut. He then decided he wanted to go into full-time dentistry and took over a practice in Portland. He has lectured at

KERR

Harvard University and worked on a project at the Forysth Institute. He loves dentistry, as it has so many facets to it, from engineering to bioscience to sociology.

Dr. Keeling practices in Portland and was born and raised in Saco. She graduated from the University of New England, then graduated from Boston University School of Medicine with a

## Matrix

(From page 5)

that is more accurate for your life. And I want you to distinguish between healthy habits and leisure, and "time wasting" found in Quadrant IV. We all need a break; however, some leisure activities rejuvenate and some simply dull our senses.

#### Here is my challenge to you:

Schedule more time for Quadrant II (Important, not Urgent) by freeing up time currently spent in Quadrant IV (not Important, not Urgent).

Your stress levels will actually decrease by spending time on those things that get put off so easily and are so important. It may be as simple as 30 minutes each week.

I wish you the best and I hope to be able to still keep in touch with you throughout this next year (albeit in a more limited capacity) as immediate past president.



**KEELING** 

master's degree in oral health science, and earned her DDS degree from Dalhousie University Dental School in Nova Scotia. She was president of the Dalhousie Dentistry

Students Society and was eastern regional councilor of the Federation of Canadian Dentistry

Student Association. She has also served as vice president of the Greater Portland Dental Society.

Dr. Desjardins graduated from the University of Maine in 1988 and then attended Tufts University School of Dental Medicine, where she earned her DMD degree in 1992. A native of Cyr Plantation, Norma and her seven siblings grew up on a family potato farm, where they learned life lessons of faith, love, and family. Dr. Desjardins began practicing comprehensive general dentistry in Van Buren, then moved to Presque Isle, where she was an owner at Academy Dental for 21 years. While



DESJARDINS

serving on the Health Services Advisory Committee of the Aroostook County Action Program, Dr. Desjardins developed an acute awareness of how thousands of County children were not receiving routine preventive and

restorative dental care. She recruited the help of her husband and several community members and founded a private nonprofit dental office, the St. Apollonia Dental Clinic. Recently, she retired from private practice and is continuing to direct St. Apollonia.

Also elected to renewed terms were Dr. Dean Tourigny, secretary, Dr. Christopher Murphy, treasurer, and Dr. Jonathan Shenkin, American Dental Association long-term delegate.

The MDA office will be closed:

September 7 (Labor Day)



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## Veterans

(From page 1)

veterans don't meet the VA's criteria, they don't qualify for dental services, and must find their own oral healthcare resources.

The state of Maine offers a variety of benefits and services to our 114,000 service members and their families, including educational, employment, and recreational. Maine veterans represent a higher percentage of our population (13.2%) compared to the average across the United States (9.8%). Military service can lead to a life of success and fulfillment, but for some veterans, invisible wounds linger, and may affect their medical and mental health.

Traditionally, dentists have served Maine's veterans in many ways.

"Some have provided free dental services on Veterans Day. Some include veterans in their annual Dentists who Care for ME event. Occasionally, a referral from the VA will cover the cost for a private practice dentist to treat a veteran, but the provider must be a part of the VA's Community Care Network. Of course, many of Maine's veterans are regular patients in our practices, though we might not be aware of their military service," said Dr. Wendy Alpaugh.

To be part of the VA's Community Care Network, call 1-888-901-7404 or go to www.vacommunitycare.com.

There are many veterans who want dental care, but are not able to access it for a variety of reasons. Several factors contribute to a veterans' ability or inability to access oral healthcare, including transportation, lack of finances, or poor prior dental experiences. In some cases, posttraumatic stress disorder (PTSD) or military sexual trauma (MST) symptoms are exacerbated by the sounds, smells, and anxiety that is associated with a dental visit, creating a major barrier for the veteran.

Alpaugh is collaborating with MBVS, VA Maine Healthcare System, Maine's Vet Centers, and the Lunder-Dineen Health "Many of Maine's veterans are regular patients in our practices, though we might not be aware of their military service," said Dr. Wendy Alpaugh.

Education Alliance of Maine as they develop a new continuing education training module for dentists and dental hygienists to help address topics related to caring for veterans with oral health needs.

Sarah Sherman, MBVS Director of Strategic Partnerships, is currently interviewing dental health professionals and oral health organizations across the state for the Dentistry Access for Veterans in Maine project, and is focused on researching the following areas:

- Can Maine veterans' connection to VA benefits be improved?
- How can veterans access basic dental services in their communities?
- Can we maximize and coordinate existing resources in the state of Maine to provide better oral healthcare for veterans?
- Can we learn from other states' approaches to veterans' oral healthcare?

If you are interested in becoming involved with the project, contact Sarah Sherman at (207) 430-6035 or sarah.sherman@maine.gov for more information.

The Maine Bureau of Veterans' Services has six field offices located across the state - Bangor, Caribou, Lewiston, Machias, Portland, and Springvale and a claims office at the VA Maine Healthcare System at Togus. Many former service members don't consider themselves to be veterans at all, which is why we've changed the way we approach the topic. Instead now ask, "have you served in the US Military?" Thousands of Maine veterans wore a service uniform, but may have served in a time of peace or maybe they served in a time of war but did not see combat. Whichever the situation, they served their country and there are entitled to veterans' benefits.

of asking, "are you a veteran?" we

To help and identify veterans, consider training your staff to ask the question and updating your intake questionnaire to read, "have you ever served in the US Military?" That coupled with providing Maine Bureau of Veterans' Services brochures at your office has the potential of reaching hundreds, if not thousands of veterans.

For additional reference, the brochure "Military Health History" is available from the US Department of Veterans Affairs. The brochure highlights questions to ask at intake; compensation and benefits; exposure concerns; living situation; mental health issues including heightened PTSD and MST symptoms; and military environmental exposures.

The Maine Bureau of Veterans' Services can offer its *Comprehensive Benefits Guide* for veterans and the VA's *Military Health History* brochures upon request, to be distributed to your staff and dental colleagues. The bureau welcomes any questions or suggestions on how it can amplify its message to other community stakeholders involved in the care of veterans.

Ultimately, the goal of the bureau's Dentistry Access for Veterans project is to increase dental access for veterans. If you are interested in participating or have ideas that could change the way veterans receive dental care in Maine, please let us know. We look forward to working together to best serve Maine's veterans.

To find the Veterans' Services Office nearest to you, visit maine.gov/ veterans/veterans-services-offices. You can also call the Maine Bureau of Veterans' Services at (207) 430-6035 or visit www.maine.gov/veterans to learn more about available resources.



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# Patient Return Resource Center Offers Customizable Content To Use

#### ADA NEWS

The ADA launched a Patient Return Resource Center earlier this month, with customizable communication tools for practices to use with patients during this time when many dentists are reopening.

The 10-page members-only guide is based on the ADA's Return to Work Interim Guidance Toolkit developed by the ADA Advisory Task Force on Dental Practice Recovery.

These tools are intended to help support dentists and their dental teams in communicating about the changes patients will experience when returning for non-emergent care.

The resource allows for customization throughout, so dentists can tailor specific points to their practice and patients.

The contents include:

• A step-by-step visual guide to demonstrate to patients what will occur before, during and after their visit.

• A comprehensive FAQ to reassure



patients with sample responses that address potential patient concerns.

• Different Facebook post options, complete with ready-to-go images and simple photo suggestions.

• Different versions of email and text messages to communicate the office's specific protocols and meant to reassure patients of the practice's commitment to maintaining up-to-date infection control procedures.

• Four downloadable signs dentists can print for their practice.

To access the resources, go to success. ada.org/en/practice-management/ patients/covid-19-patient-communicationresources-for-dental-visits.

## MDA Past President Rand Keynote Speaker At Virtual UNE Graduation

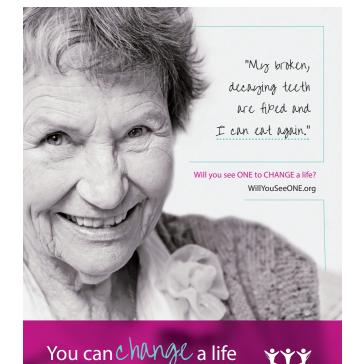
The University of New England College of Dental Medicine held a virtual graduation ceremony for its 2020 class on June 13.

Dr. Brad Rand, immediate past president of the MDA who was president of the Board of Directors at the time of the graduation, was the keynote speaker.

62 students graduated as part of the 2020 class at the UNE dental school.

Dr. Jon Ryder, dean of the UNE College of Dental Medicine, offered opening and closing remarks. Dr. James Herbert, UNE president, and Dr. Joshua Hamilton, provost, also spoke. UNE Board of Trustees Chair Dan McCormack offered remarks John Hofheins, class president, spoke and led students in the Dentist's Pledge.

The hooding procession included Dr. Michael Truscott, Dr. William Benson, Dr. Jay Beauchemin, Dr. Jeffrey Finegold, Dr. Oliver Keefer, and Dr. Courtney Schapira.



# Latest Data From HPI Poll Show Dental Care Rebound Slowing Down

#### BY MATT CAREY

ADA NEWS

Patient volume has recovered to an average of 70% of pre-COVID-19 levels, though there are signs the rebound is slowing down, according to data from the ADA Health Policy Institute

## HPI Health Policy Institute

impact of COVID-19 poll for the week of June 29.

ADA American Dental Association®

The poll received 4,371 responses from dentists across the United States.

In the 27 states that have been open for elective care for at least nine weeks, patient volume continues to increase, but at much lower rates than in previous weeks.

Staffing levels in dental offices is stabilizing, with employment in the dental sector recovering to about 90% of pre-COVID-19 levels. However, re-hiring of employee dentists continue to lag behind the pace of dental staff re-hiring. The Bureau of Labor Statistics data showed employment in dental offices in June was at 90% of pre-COVID-19 levels, in line with data from HPI's survey.

"It is unclear how much of an issue the reduced maximum

#### AS A RESULT OF THE COVID-19 PANDEMIC, HOW HAS THE NUMBER OF HOURS PER WEEK YOUR PRACTICE IS OPEN CHANGED?



MY PRACTICE IS OPEN FEWER HOURS THAN BEFORE

- MY PRACTICE IS OPEN ABOUT THE SAME NUMBER OF HOURS AS BEFORE
- MY PRACTICE IS OPEN MORE HOURS THAN BEFORE

patient capacity in dental offices is for dentists," said Mark Vujicic, HPI chief economist and vice president. "Evidence suggests dentists were 'not busy enough' and could see more patients before COVID-19."

(continued on page 11)



MDA News Summer 2020 page 10

# Convention

(From page 1)

Very few dental practices have extended their hours as a result of COVID-19. "Taken together, the data suggests the dental care rebound is slowing and we might be soon approaching a plateau in terms of patient volume. The evidence suggests that capacity constraints in dental offices might be just as important as demand-side factors in limiting patient volume," said Dr. Vujicic.

Complete results comparing results for the eight waves, including results broken down by practice size, dental services organization status and at the state level, are available at https://bit.ly/3ilqVhA.

This poll data was discussed in the latest HPI webinar hosted by HPI chief economist and vice president Marko Vujicic. The July 7 webinar recording and all previous webinars are available on the ADA Youtube channel. Subscribe to receive information on new videos as they are released.

# Web Channel Unveiled To Keep Team Current

#### ADA NEWS

The ADA announced recently the creation and launch of the PracticeUpdate Clinical Dentistry Channel, which delivers free clinical content in general dentistry and specialty topics curated by a worldrenowned editorial and advisory board.

The web channel, featuring updates from peer-reviewed journals, news and educational resources 24/7, will keep dental professionals current with clinical advances from across the spectrum of dentistry.

The channel is a partnership with Elsevier, publisher of The Journal of the American Dental Association.

Dr. Michael G. Newman, channel editor-in-chief, said it will provide a bridge between clinical dentistry and other therapeutic areas, bringing the best and most-current thinking in general and specialty dentistry to all practitioners.

Dr. Newman is joined by two associate editors: Drs. Satheesh Elangovan and Donald A. Curtis, along with an advisory board of multi-disciplinary experts.

The ADA believes the channel will provide added value for members, said Michelle Hoffman, ADA vice president of publishing.

PracticeUpdate, which highlights abstracts and offers take-home messages, conference coverage and expert opinions, was created in the fall of 2012 with six channels. It now has 12 channels, seven Centers of Excellence and two Disease Spotlights, including a COVID-19 Disease Spotlight.

For additional information on the channel and instructions on how to register for free, visit clinicaldentistry. practiceupdate.com.

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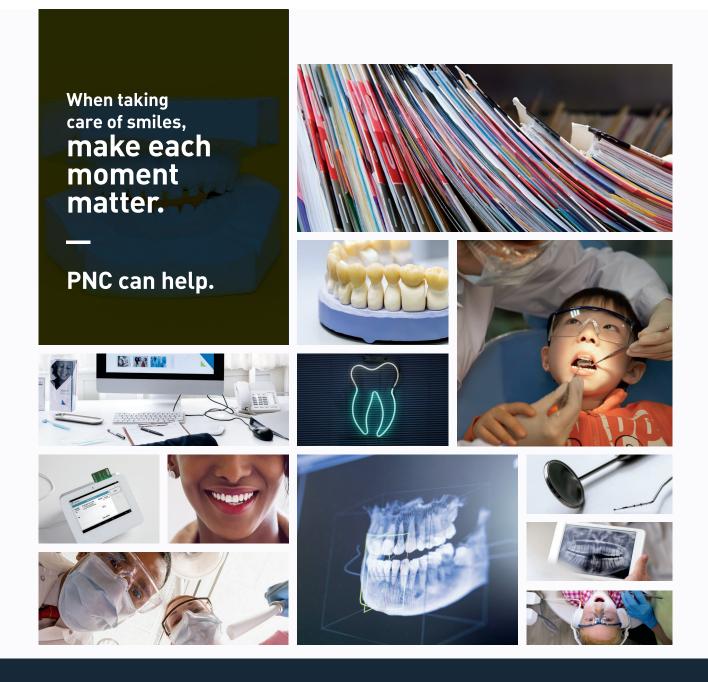
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# Find the Right Dentist to Purchase Your Practice

ADA Practice Transitions finds you buyers who share your practice philosophy – so you can sell with confidence.

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"The ADAPT process was much smoother, much more transparent, much more on top of communication and feedback. They are doing dentistry a big favor by allowing a better mechanism for people to move to a new practice."

– ADAPT participant, practice sale

# MDA Recognizes Members Who Have Achieved Life Status In 2020

The Maine Dental Association would like to spotlight those members that achieved life status this year.

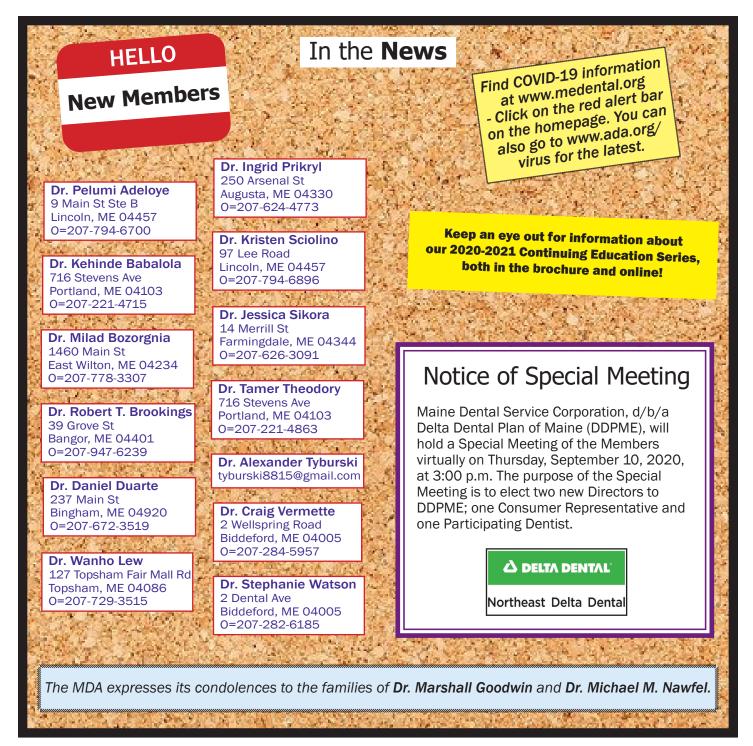
The MDA's new life members were recognized at the Annual Business Meeting on June 30, which was held virtually this year.

Those members that achieved life status this year are:

York County Dental Society – Dr. Joseph Kenneally; Mid-Coast Dental Society – Dr. Russell Collett, Dr. Robert Day, Dr. Donna Vix; Greater Portland Dental Society – Dr. Scott Burke, Dr. Gregory Fisher, Dr. Stephen Mills, Dr. Joseph Penna, Dr. Michael Ruetty, Dr. Daniel Traub; Androscoggin Valley Dental Society – Dr. Bruce Gallup; Penobscot Valley Dental Society – Dr. Victor Andrews, Dr. William Deighan; Merrymeeting Bay Dental Society – Dr. Randolph Howell

The MDA would like to thank its 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 in recognition of attaining life status.



# Former Public Health Service Leaders Affirm Support For Fluoridation

#### ADA NEWS

In honor of the 75th anniversary of community water fluoridation, eight former chief dental officers of the U.S. Public Health Service signed a July 7 letter of support for the program, which they said is "the great equalizer in prevention of dental caries because all individuals regardless of income or education are able to access their public tap water."

Dr. Leon Stanislav, chair of the ADA National Fluoridation Advisory Committee, hailed the public show of support.

"I was extremely pleased to see the statement," Dr. Stanislav said. "Those eight chief dental officers have a combined 350 years of public health experience. Surgeons general have praised the benefits of community water fluoridation for decades. The U.S. Public Health Service has been fundamental in the understanding, the implementation and the continuance of the single-best way to combat one of mankind's most prevalent diseases commonly known as tooth decay, saving untold misery and suffering over the past 75 years, for which we should all be grateful."

The eight former chief dental officers are Drs. Nicholas S. Makrides, William D. Bailey, Christopher G. Halliday, Dushanka V. Kleinman, William R. Maas, Stephen B. Corbin, Robert J. Collins and Robert E. Mecklenburg. All are retired rear admirals of the U.S. Public Health Service.

"As the former chief dental officers of the USPHS, we have spent our entire careers dedicated to improving the nation's oral health," the officers said in the letter. "Please join us in resolving to support [community water fluoridation], one of the greatest public health achievements and a cornerstone to the prevention of dental caries and improvement of both oral health and overall health."

For more information on fluoride and





ADA advocacy of community water fluoride, visit ADA.org/fluoride.

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



The Root Cellar's programs are designed to serve our neighbors in ways that not only meets needs, but gives people a hand-up so that they, in time, can help themselves.

#### One of our most requested and needed programs is our dental clinic.

Thanks to our amazing dental professional volunteer dentists, hygienists, assistants, etc., we are able to care for our neighbors who otherwise would not have access to dental care.

There is currently a year-long waiting list for our dental services.

Would you consider serving by sharing your gifts and talents as a dental professional? Just a few hours a month or even a year can make all the difference in our neighbors' lives.

Thank you for your consideration. Feel free to contact Colleen Wood, RDH Dental Clinic Coordinator, at (207) 774-3197 or colleen@therootcellar.org.

# Maine Dental Association Preferred Business Partners

#### Aerus



Aerus is an air, water, and surface purification company. Aerus offers a full line of purification products that can be customized to fit clients' needs, including installed and portable units. www.aerusofaugusta.com Augusta location: (207) 622-0125; Brewer location: (207) 989-5143; Portland location: (207) 871-8610

## Androscoggin Bank

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

#### **Bangor Payroll**

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Bangor Payroll, a division of Bangor Savings Bank, is one of New England's largest payroll and HR service providers. For more than 20 years, it has been providing simplification and streamlining for payroll, tax, time and labor, human resource, and compliance functions. For more information, go to www.bangor.com/payroll, or contact Nick Dyer at (207) 332-8466 or 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 Phone: (207) 781-3445 Email: info@btr-cpa.com

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Endorsed by 25 state dental associations. Dental practices save an average of \$2,768/24% annually in fees over prior processors.

Fax or email a recent 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.

#### The Dentists Supply Company



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

#### tdsc.com/maine 888-253-1223

#### **Doctors Disability Specialists**



Doctors Disability Specialists helps 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@llfg.net

Tyler DeStefano (978) 907-6002; tyler.destefano@llfg.net

#### **D.P. Porter Contractors**



D.P. Porter Contractors Inc. team members form collaborative relationships with owners, developers, design teams, subcontractors, and others to assist in delivering the most desirable, economical solutions to the construction goal.

Email Jason@dpporter.com or go to www.dpporter.com.

#### **Harbor Digital**

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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. Order risk-free today and save 20%. Pay for two years and get your third year free! **Go to the Preferred** 

(continued on page 17)

Business Partners page at www. medental.org to learn more.

#### The Malloy Firm



THE MALLOY FIRM

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

#### **Optimum Construction Co.**



Optimum is the most relationally focused commercial construction company in Maine. Services include office trims/ interior fit-ups; re-purposing, retrofits; new development; pre-construction services management; and project management.

# Contact: Kendrick@optimumbuilds.com; (207) 712-7195

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Patterson's history of serving dental professionals dates back to 1877. As one of North America's largest providers of dental products and solutions, Patterson offers more than 100,000 products and a wide range of equipment, software, technology solutions and services.

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#### **ProSites**



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

services tailored to the needs of dental professionals. In addition to content for patients, ProSites websites also include features that help streamline patient communications and increase appointment requests. For more information, and to request a free demo, visit www.prosites.com/MaineDental/ or call (888) 932-3644.

#### **RCPM Resources**



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

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# Taylor Singer Madden Group at Merrill Lynch



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

#### taylor-singer-madden-group/

#### The Thomas Agency



Since 1927, The Thomas Agency has provided third-party debt collection services to creditors in the state of Maine to assist them in the recovery of their past due accounts receivable. The Thomas Agency offers discounted rates to all Maine Dental Association members for its services. Go to www.thethomasagencyinc. com or contact Jon King at jking@ thethomasagencyinc.com or (207) 772-4659.

#### **UBS Financial Services**

**WBS** 

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

#### **USI Insurance Services/PPP**



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

Contact: Kathy Sukley - (207) 239-3662 Kathleen.Sukley@usi.com

Go to the Preferred Business Partner page at www.medental.org

# Classifieds

#### ONE-DAY-PER-WEEK COVERAGE AT CLINIC

The Oasis Free Clinics is searching for a licensed dentist to provide coverage one day per week. This role would provide high-quality adult general dentistry to patients in the mid-coast Maine. The Oasis Free Clinics is an integrated system of free clinics providing free medical, dental and prescription assistance to hundreds of low-income, uninsured adults in the Bath-Brunswick area, and will provide selected candidate with malpractice insurance, in addition to offering a competitive starting salary.

Responsibilities will include providing highquality dental care to patients; creating dental treatment plans and coordinate oral health care during patient consultations; restoring decayed and broken dentition and extract those teeth that cannot be saved; adhering to all federal and government regulations, including state dental board rules and regulations, HIPAA and OSHA regulations; and providing leadership and direction to clinical support staff in all areas of patient treatment.

Qualifications for the position include current Maine licensure by the State of Maine; being a graduate from an accredited dental school,; experience with oral surgery is preferred; exceptional interpersonal and communication skills; and flexibility and ability to work as a team player.

To apply, go to https://careersmidcoastparkviewhealth.icims.com/jobs/3751/ dentist/job.

#### DENTAL HYGIENISTS AND ASSISTANTS

Voted "Best of the Mid-Coast" in 2019, Topsham Dental Arts is searching for motivated dental hygienists and assistants, who are interested in either a full-time or part-time schedule. Local anesthesia license a requirement for dental hygienists, however recent grads are welcome to apply. If you're cheerful, diligent, and caring, and want to work in a cooperative, family-friendly atmosphere, call us! We offer competitive benefits and salary, have a beautiful, modern office, wonderful patients, and enthusiastic team all dedicated to quality care. To keep our team and patients safe, we have implemented several new precautions in direct adherence with MDA, ADA, and CDC guidance and have all necessary PPE for our team. Infection control is our highest priority. We are an equal opportunity employer. For immediate consideration, contact Julia Moodie at (207) 798-6700 or juliamoodie7@gmail.com.

#### DENTIST CAN PROVIDE TEMPORARY HELP

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

#### 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!

#### WELL-ESTABLISHED PRACTICE FOR SALE

Well-established practice in the Waterville area for sale. Excellent revenues. 5 operatories. Inquiries to jazzbuster7@gmail.com.

#### FULL OR PART-TIME ASSOCIATE POSITION

Join our warm and friendly practice in the center of Gray, ME. Located just west of the Atlantic, with our beautiful Maine beaches to the east and surrounded by our lakes and mountains for soaking up the sun, boating, skiing, snowshoeing, snowmobiling, and so much more. Truly the best of both worlds! Location is everything! This fantastic opportunity is for a motivated, quality-driven, compassionate dentist for full or part-time associate position, with potential for a future buy-in for the right candidate. Experience preferred. If you're interested in this long-term career opportunity, we'd love to hear from you! Please send your CV to info@patriotdentalME.com or brianboyntondmd@gmail.com.

#### ASSOCIATE DENTIST

We are expanding our practice, and are looking for an associate interested in high quality, personalized care. Great opportunities for mentorship and continuing education. Call (207) 233-1393 or email davidpierdmd@gmail.com.

#### **GENERAL DENTIST - HEALTH CENTER**

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

#### DENTAL EQUIPMENT FOR SALE

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

#### Dry Vacuum System

Air Techniques 54900 STS-3, STS pump, 4-gallon CAS. Price paid \$6,630; asking \$500.

#### **Dentsply Professional Midwest**

(1) low-speed handpiece (Rhino XP)(2) U-style adapters for use with disposable prophy angles

(1) contra angle sheath

(1) push-button latch angle for burs with latch capabilities

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

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

#### ORAL SURGERY PRACTICE FOR SALE

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

#### **GENERAL DENTIST**

General dentist needed to work full time in a busy office in Waterville, Maine. Full-time or part-time options. Successful candidate must have active Maine dental license, be registered or eligible for registration as a MaineCare provider, and be competent in surgical extractions, molar endodontic, restorative fillings, and pediatric dentistry. Full-time compensation, including guaranteed competitive salary plus commission, and malpractice insurance and health insurance. Visa and green card sponsorship available. If interested, send resume with references by fax to 1-888-254-5738.

#### **GENERAL DENTISTS**

The Caring Hands of Maine Dental Program in Ellsworth, Maine, is recruiting general dentists to join our non-profit organization. We have facilities in Ellsworth and Mount Desert Island, and operate an active mobile program in Hancock, Washington, and Aroostook counties. Full-time and part-time hours are available immediately. We are an externship site for four universities, and qualified applicants must be community-minded and enjoy teaching. We are a FAME loan repayment site. For more information, contact Dr. Timothy Oh at TOh@ caringhandsofmaine.org.

#### ORAL SURGEON, ENDODONTIST, PERIODONTIST, ANESTHESIOLOGISTS

Acadia Advanced Dentistry is a specialty clinic opening in 2019. It is affiliated with Caring Hands of Maine, and located in Ellsworth. We are seeking specialists in the above categories who would be interested in working in Hancock County on a full-time, part-time, or rotating basis. Teaching/faculty opportunities and potential loan repayment available. This is a high-need area, with an opportunity to create a satellite practice with no capital investment! For more information, contact Dr. Timothy Oh at TOh@ caringhandsofmaine.org.

#### SEEKING PRACTICES TO BUY/MANAGE

Tired of going it alone? Are you worried about PPE and how to bounce back from COVID-19? Under our model, you can sell a portion of your practice, yet continue until you retire. You'll reduce your risk exposure, yet still receive profit distributions. We'll manage the administration so you can practice great dentistry. We also do standard transitions. Seeking practices with 4+ ops. Email transitions@bedidentalgroup.com or call Rod Watkins at (603) 562-6138.

> Classified ads also at www.medental.org

# Series Seeks To Be Hub for Financial, Leadership, Work-Life Tools

#### ADA NEWS

The ADA has kicked off its Accelerator Series, a new online, on-demand program specifically designed to provide information - from parental leave to financial support – that is tailored to the early-career dentist's unique financial, leadership and work-life balance needs.

"Early-career dentists have so much on their plates," said Dr. Susan Becker Doroshow, 8th District trustee and member of the Board's Standing Committee on Diversity and Inclusion. "It must seem impossible to deal with the challenges of clinical practice, juggle their responsibilities at the office and on the home front, maintain their fitness and personal wellness goals, manage their student debt - and have enough energy in reserve to simply enjoy life."

In these ever-changing times, the ADA launched the Accelerator Series to



help dentists tackle current challenges and achieve their long-term goals. The program seeks to be a hub for financial, leadership and work-life balance tools.

The Accelerator Series started with 14 women dentists from different backgrounds and one big question: How can the ADA do more to support you? From there, the series – and the tools that come with it - was born.

"From what our research has been

showing us about women dentists and their needs, we've been uncovering opportunities where we can better serve all ADA members," Dr. Doroshow said.

Created hand-in-hand with experts in wellness, business and more, webinars, articles and resources are just the start of bigger things on the horizon.

To register and to learn more about the ADA Accelerator Series, visit ADA.org/ Accelerator.

## Consider Making Contribution This Year to ADPAC

#### FROM DR. STEVEN BROWN, FIRST DISTRICT REPRESENTATIVE, ADPAC BOARD OF DIRECTORS

Now is the time of year when we ask our members to start thinking about ADPAC. We all know that this year will be different from past years, but one thing is certain - we have never seen more clearly the value of the relationships we have developed with our legislators! What our Washington team have accomplished for us is nothing short of amazing! These accomplishments were possible because of the relationships ADPAC has developed over the years!

As you consider your ADPAC contribution this year, think about the value it

Fax

produces. The First District has always been strong with donations. Recently, we have had precious few contributions. We really need the First District's help this year. Since this is an election year, we have a great opportunity to win friends in Congress. We need funds to do that though! We will have missed our two biggest fundraising events this year: Lobby Day and the Annual Session. Please consider making your contributions!

There are a couple of ways to contribute! You can text "ADPAC" to 345345 or you can go to www.ADA.org/ADPAC. You will need your ADA number.

Thank you and stay safe!

#### Has Your Address Or Contact Information Changed?

Be sure to let the MDA Office know your new information! You can contact us 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.

Did you know MDA members can submit a classified ad that's up to 50 words for free?

The MDA News of the Maine Dental Association is published quarterly by the Central Office in Manchester, Maine, for circulation to members and friends of the Association. Opinions expressed by authors may not represent the official position of the MDA. Publication of an advertisement is not to be interpreted as an endorsement by the MDA unless specifically stated. The MDA News reserves the right to edit all communications. News, inquiries, or comments may be addressed to: MDA News, Maine Dental Association, PO Box 215, Manchester, ME 04351 Phone 207-622-7900 207-622-6210





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# The MDA would like to thank the members of its Re-Opening Task Force for their work, including crafting the guidance on re-opening Maine practices.

#### Members of the task force are:

Mr. Patrick Allen, Denturist Dr. Norma Desjardins, General Dentist at Nonprofit Ms. Cara Dionne, RDH/ Dental Practice Manager Dr. Mike Dowling, Pediatric Dentist Dr. Heather Keeling, General Dentist, Chair Dr. David Kerr, General Dentist Dr. Matthew Lawler, Oral Surgeon Dr. Christopher Murphy, Orthodontist Dr. Brad Rand, General Dentist Dr. Stephen Tangredi, Endodontist Cathy Turbyne, PhD, RDH/Infection Control Specialist Ms. Amanda Willette, CDA, EFDA, M.S.Ed, Assistant Professor at UMA

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