MDS Effects Significant Changes in MassHealth

With the assistance of member dentists who provided feedback about their experiences in joining MassHealth and submitting claims, the Massachusetts Dental Society (MDS) has been successful in bringing about significant changes in the program. These changes include:

1) A streamlined and simplified application/credentialing process.
   Instead of a 30-plus-page application requiring Internal Revenue Service documents, W-2s, and other documents, the application has been reduced to 12 pages plus instructions. Not only is the application shorter, it is clearer and easier to complete. The CEO of Dental Service of Massachusetts (Delta Dental), the company that owns Doral Dental, assured the Society that the application/credentialing process would now take only 25 days as opposed to the 3–6 months it previously took. For a copy of the application, go to www.masshealth-dental.net.

2) Increased fees for both the children and adult programs.
   On September 18, 2007, MDS Vice President David Samuels, DMD, provided testimony on behalf of members at a hearing to take comments on the adequacy of dental fees in the MassHealth dental program. As a result of the Society’s testimony and the support of other organizations and individuals who supported increases, higher fees went into effect on October 1. The new fees reflect an increase of 5.35 percent for the children’s program and 8.81 percent for the adult program. Although fees in the adult program are still extremely low and inadequate, the children’s fees appear to be inching closer to an acceptable level. The Society will continue to advocate for more significant increases in the adult program over the next several months. A copy of the new fee schedule can be downloaded from www.mass.gov/eea/docs/dhcfp/g/regs/114_3_14.pdf.

3) A reduction in the number of procedures needing prior approval.
   The dental regulations are being updated to clarify language, cover additional services, and remove certain prior requirements, such as authorizations for children under age 21. These amendments include elimination of prior authorizations for procedures such as surgical exposure of unerupted teeth, crowns, gingivectomies, root-canal treatment, and apicoectomies. It was expected that these new regulations would be effective beginning January 1, 2008.

The MDS is continuing to monitor Doral’s processing of claims, the length of time it takes for dentists to get paid, and the accuracy of payments. The Society is working with members and representatives from Doral and MassHealth to resolve problems that have arisen.

Since last February, approximately 200 dentists have enrolled as new providers in MassHealth, helping to ease problems with access to dental care for children. As the problems in enrollment and claims continue to get resolved and the program improves even more, it is hoped that additional members will join. For an update on Doral and MassHealth, see page 11.

Dentists who are having any problems with MassHealth should contact Karen Rafeld at krafeld@massdental.org or (800) 342-8747, ext. 241, with information and details.
EXECUTIVE DIRECTOR’S MESSAGE
ROBERT E. BOOSE, EdD

We are a nation and culture that likes to “keep score”—no matter the game, event, or issue. We are ecstatic when our favorite team wins a game, we monitor the stock market, check and recheck our bank accounts, and wonder if the weather forecasts are accurate. We analyze and worry about our children’s test scores and grades. In short, we determine our decisions and anticipate our future successes by the numbers. Last month, the New England Patriots completed a perfect 16–0 regular season record. However, we were not satisfied because we still had to wait for them to sweep the playoffs and hopefully win the Super Bowl. (I hope that as you are reading this article, that was the case!)

So, what do the numbers really mean? The year 2007 was a great year for New England sports fans. The Red Sox took us on another roller-coaster ride filled with excitement and disappointment and excitement again, culminating in another World Series win. But what did it mean to each of us personally? For how long did it make us happy? A night? A few days? A week?

When we watched the Patriots complete the regular season by beating the New York Giants in a very hard-fought game, we listened to Patriots head coach Bill Belichick say it was a great way to end the season and that he thought the team should experience that accomplishment for a day or two, but there was still more work to be done. The team would be 0–0 in postseason play; it was a new season. Wow, work hard for almost six months, go undefeated in 16 games, and all he expected was a day or two to savor that accomplishment.

I use these two significant sporting achievements to illustrate the way we, as a culture, view success; the curse of success is the expectation to maintain that success or even take it to the next level. We cannot live on yesterday’s accomplishments.

The Massachusetts Dental Society had a banner year in 2007, too. I hope that you are proud of the accomplishments of our elected leadership. MDS President Dr. Andrea Richman, the Executive Committee, the Board of Trustees, and our House of Delegates have worked hard to represent you—our members. We have begun to implement an aggressive public affairs plan to advocate for oral health care and are placed in a dental home.

The Board approved recommendations from the Yankee Steering Committee to combine the current Allied Scientific Program and Scientific Program committees into a new Program Committee and to combine the current Hospitality and Special Events committees into a new Hospitality Committee. The Program Committee will have four co-chairs, and the Hospitality Committee will have two co-chairs. These changes will be made effective for YDC 35. The Board also approved the recommendation to make the Women’s Conference at Yankee an annual event.

The Board voted to dissolve the Delta Task Force and establish a smaller Delta Strategic Workgroup to function in an advisory capacity to the Executive Committee and the legal/consultant team hired to work on this issue. MDS President Dr. Andrea Richman appointed the following members to the workgroup: Dr. John Fisher, chair, and Drs. Milton Glicksman, William Dennis, Howard Zolot, and Robert Lorsert.

MDS Director of Membership Marc Kaplan and Manager of Information Systems Jesse Mirenda demonstrated a Web conferencing application from WebEx Communications, Inc., which provides online meeting, Web conferencing, and video conferencing applications. This new technology will facilitate membership participation by allowing councils and committees to hold meetings using videoconferencing.

The Board approved the endorsement of Banc of America Practice Solutions for practice acquisition and equipment financing, and of Amerinet, a company that would administer a discounted fee for Verizon Wireless services for MDS members.

A bimonthly newsletter of the Massachusetts Dental Society

Andrea Richman, DMD
President
Charles L. Silvius, DDS
Secretary
Robert E. Boose, EdD
Executive Director
Scott G. Davis
Chief Communications Officer
Melissa Carman
Managing Editor of Publications & Web Site
Jeanne M. Burdette
Manager, Graphic Design
Shelley Padgett
Graphic Designer
**BORID UPDATE**

**General Attendance Credits**
Reminder: It is the Board of Registration in Dentistry (BORID) policy to accept only five (5) continuing education credits for “general attendance” at dental conventions (Yankee Dental Congress, ADA, etc.) every licensing cycle, which is two years. Although dentists may attend more than one convention during the cycle, the number of CE credits will be limited to five (5).

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**MDS-PAC/MDS-People’s Committee Creates Information Packet**

An important component of the MDS-PAC/MDS-People’s Committee’s Strategic Plan is to continue educating MDS members about the importance of making a voluntary contribution to the MDS-PAC/MDS-People’s Committee, along with understanding its role in MDS governmental affairs activities.

To further that goal, the MDS-PAC/MDS-People’s Committee has created an information packet that will be distributed to all contributors, providing information on the Society’s legislative agenda and other background knowledge on MDS-PAC/MDS-People’s Committee. The packet will also be distributed at Society and district events, including the Yankee Dental Congress and Annual Session.

For more information on the MDS-PAC/MDS-People’s Committee, please visit the MDS Web site at [www.massdental.org](http://www.massdental.org) and go to the Advocacy Section. You can also contact Bob Alconada, MDS director of governmental affairs, at (800) 342-8747, ext. 233, or email him at balconada@massdental.org.

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**Volunteer Dental License Bills Receive Initial Legislative Approval**

The legislature’s Joint Committee on Public Health recently provided a favorable report to S. 1323 and H. 2268–An Act Relative to Volunteer Dentistry, allowing the bills to move to the next phase in the legislative process. The legislation has been referred to the Joint Committee on Health Care Financing, and MDS governmental affairs staff will continue to advocate for its passage during 2008.

S. 1323 and H. 2268, if enacted, would allow retired dentists to volunteer their time and expertise in qualified, free-care programs. Volunteer licensees would be required to comply with the same rules and regulations as regular licensed dentists, except that the $240 biennial fee would be waived.

For more information on this bill or the MDS legislative agenda, please visit the MDS Web site at [www.massdental.org](http://www.massdental.org) and click on the Advocacy section. You can also contact Bob Alconada, MDS director of governmental affairs, at (800) 342-8747, ext. 233, or email him at balconada@massdental.org.

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**Wachusett District Hosts Legislators**

The Wachusett District Dental Society recently hosted a legislators’ night providing an opportunity for its members to discuss the MDS’s legislative agenda, along with a number of other issues pertaining to oral health, with their legislators. Attendees urged Representatives Stephen DiNatale, Jennifer Flanagan, and Robert Hargraves, as well as an aide to Senator Robert Antonioni, to support the Society’s dental auxiliary workforce and volunteer dental license bills that are currently before the legislature’s Joint Committee on Public Health. Both initiatives are part of the MDS’s efforts to expand access to oral health care.

Lawmakers were briefed on the Society’s efforts in working with state officials to reform the MassHealth program to make it more provider-friendly and streamline various enrollment and pre-authorization processes. The MDS is working to increase reimbursement rates. The elected officials also received an update on the MDS Foundation’s Mobile Access to Care (MAC) Van that has treated more than 1,000 children and provided approximately $300,000 in free dental care in its first year of operation.

Communication with state legislators at the local level is an important element in the MDS’s grassroots activities. Legislators often like to hear about concerns directly from their constituents, and events such as legislators’ nights can provide this forum. If your district is interested in organizing a similar event, please contact Bob Alconada, director of governmental affairs, at (800) 342-8747, ext. 233, or email him at balconada@massdental.org.

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**MDS Members Inducted into ICD**

Nine MDS member dentists were inducted as fellows in the International College of Dentists (ICD) during last September’s ADA Annual Session in San Francisco. Shown with ICD Past President and MDS member Dr. Vangel Zissi (left) are: (left to right) Drs. Shadi Daher, Mohammad Moini, Shibly Malouf, Debbie Eisen, Celeste Kong, Mohamed Hassan, Janis Moriarty, and John Picarelli. Missing from the photo is Dr. Arthur Eddy.

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**Legislation**

**MDS-PAC/MDS-People’s Committee Creates Information Packet**

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A year ago, I predicted that 2007 would be a year unlike any other in the insurance industry. So how did the year play out, and what is in store for 2008?

Health Care Reform Law
The Health Care Reform Law dominated the business marketplace for most of 2007, and it played out as advertised. The carriers added a variety of new plan options for consideration in late 2007 and beyond. Individuals now have many more options in the plan design and carrier they select, but what about health insurance premiums? While the architects of the Health Care Reform Law never promised premium reductions, there was a hope that with greater competition among carriers and a more educated consumer, the plan costs would stabilize. However, analyzing the fall and winter renewal and new business premiums, they are not stabilizing; rather, they are continuing to increase to the tune of 15 to 25 percent on average.

After nearly eight years of double-digit increases, can businesses continue to offer health insurance? Is the Health Care Reform Law “much ado about nothing”? Is a single-payer health care system on the way? Most eligible businesses completed the Fair Share/Health Insurance Responsibility Disclosure (HIRD) online filing. So what is next? The Commonwealth Health Insurance Connector, the independent public authority created to implement significant portions of the health care reform legislation, is planning on rolling out a group health insurance product that promises to give businesses even greater flexibility. Original estimates were for it to launch in spring 2008, but it is now more likely to be available to the general public via the agent channel (such as MDS Insurance Services, Inc.) either in the summer or fall timeframe. Watch for more updates from MDSIS as the group product implementation dates are finalized and for information on the Health Care Reform Law in general.

Health Savings Accounts
As I mentioned above, premiums are again on the rise. Many of you may have already downgraded your insurance plan as you have been approaching the deductible “mountain.” With Health Savings Accounts (HSAs), the pain of implementing a deductible-based plan seems far more bearable. Pricing has improved over the past few years to the point where HSAs are a much more viable option. Renewals have been, on average, 6 to 8 percent less than fully funded plans with much more user flexibility. The government has increased the funding limits again for 2008, which makes HSAs even more attractive as many dental offices renew their plans in early 2008. My prediction is that HSAs will become much more of a part of the renewal/new business equation in 2008.

2008 Renewals
The initial news were that renewals are going to be in the 12 to 15 percent range this year. For businesses that insure fewer than 100 employees, there is little movement in the rates, although MDSIS looks at all ways to position your office to achieve the best rates for the plan you desire. It is essential that you contact MDSIS with any additions, deletions, or changes to your plan. Any change can and will affect the rates at renewal. MDSIS will also run alternatives to your current plan upon request. Simply call or email our offices to initiate the process. And if you do not work with MDSIS, now is the time to make the switch. Give us a call.

The ever-increasing complexities of the insurance marketplace require expertise, experience, and commitment. At MDSIS, our more than 50 years of insurance experience will help you solve the insurance puzzle. Call us today at (800) 821-6033 or visit us on the Web at www.mdsis.org.
NEW DENTIST COMMITTEE HOSTS BORID SEMINAR

More than 80 new dentists gathered for a recent seminar hosted by the Standing Committee on the New Dentist titled “Establishing a Good Relationship with the Board of Registration in Dentistry (BORID).” The 90-minute seminar featured BORID members Drs. David Russell and Robert DeFrancesco, along with Ms. Kathy Atkinson, BORID executive director.

Aspects that were covered included state regulations, internal operations of BORID, handling patient complaints, terminating a patient, record keeping, and what to do if you receive a call from BORID.

“It was a great evening and I was delighted with the turnout,” says Ryan Clancy, DMD, chair of the Standing Committee on the New Dentist. “The seminar offered a great opportunity for new dentists to network with one another and gain information they need to know. It is not often that you get the chance to meet a member of the state agency that governs your right to practice.”

In the spring, the committee will be hosting a series of local seminars throughout the state. For more information on future seminars or the committee, go to www.massdental.org/leadership/newdentist.

FREE CD LIBRARY

Through the Society’s partnership with CareCredit, MDS members who are enrolled with CareCredit can access their educational audio library, which features more than 22 titles from leading clinicians, educators, and practice management consultants. Each CD contains over 60 minutes of tips, techniques, and information, ranging from team building and managing overhead to endodontics and scheduling. The library can be accessed via www.carecredit.com. For MDS members seeking CE credits, some of the CDs are available at www.adaceonline.org. Free courses rotate quarterly.

SHOW YOUR MDS PRIDE

An important part of being a member of any organization is being able to display your membership in it. For this reason, the Standing Committee on the New Dentist has developed “Guidelines for Usage” that will allow members to place the MDS logo on their Web sites, stationery, and business cards.

The MDS is a widely accepted and trusted organization, and displaying your membership can help build confidence in the eyes of patients. The committee has also developed two Web buttons for members to add to their Web sites that cover oral health issues and link visitors to the MDS Web site. The “Guidelines for Usage” will be made available for members to download on www.massdental.org in February.

MDS EXPLORES ONLINE MEETINGS

Membership market share in the Massachusetts Dental Society is high, and more than 98 percent of all members renew on an annual basis. Compared to many other dental societies around the country and professional associations in Massachusetts, these numbers are remarkable. Yet every year, the MDS and some of its district societies are still in need of volunteers for key positions on councils, committees, and the district’s executive committee.

One barrier to volunteering is the time required to drive to meetings in relation to the value gained from the experience. To lower this barrier, the Council on Membership and the Board of Trustees have been investigating the value of utilizing online meetings using technology from WebEx Communications. WebEx allows members to participate in meetings using their own phone and computer along with a Web video camera. No additional hardware is necessary to participate.

Adopting an online format for council and committee meetings offers a legitimate way for the Society to conduct its business without having to require volunteers to drive to the MDS headquarters or a meeting location far from their office or home. Council on Membership Chair Dr. Robert Leland states: “With an online meeting option, the MDS can engage more members in the Society and make their experience more meaningful because they will be able to accomplish more and do it more efficiently.”

SAVE 10 PERCENT AT LAND’S END ON GIFTS CARDS AND LAB COATS

Lab coats are lab coats, right? Not quite. The apparel experts at Lands’ End consulted with dental professionals and saw an opportunity to improve the old standby.

Lands’ End lab coats are made of stain- and wrinkle-resistant fabric and have stitched-down plackets so collars lay flat, side-entry slits for access to pants pockets, and both exterior and interior pockets to keep confidential items secure. Plus, Lands’ End offers princess seams for women’s sizes to flatter any figure.

Additionally, as a member benefit, MDS members can receive a 10 percent discount when purchasing Lands’ End lab coats, as well as gift cards for any Lands’ End merchandise. Through this special arrangement, members can purchase gift cards by calling (800) 990-5407; be sure to mention your MDS membership.

MEMBERSHIP MARKET SHARE IN THE MASSACHUSETTS DENTAL SOCIETY IS HIGH, AND MORE THAN 98 PERCENT OF ALL MEMBERS RENEW ON AN ANNUAL BASIS. COMPARED TO MANY OTHER DENTAL SOCIETIES AROUND THE COUNTRY AND PROFESSIONAL ASSOCIATIONS IN MASSACHUSETTS, THESE NUMBERS ARE REMARKABLE. YET EVERY YEAR, THE MDS AND SOME OF ITS DISTRICT SOCIETIES ARE STILL IN NEED OF VOLUNTEERS FOR KEY POSITIONS ON COUNCILS, COMMITTEES, AND THE DISTRICT’S EXECUTIVE COMMITTEE.

ONE BARRIER TO VOLUNTEERING IS THE TIME REQUIRED TO DRIVE TO MEETINGS IN RELATION TO THE VALUE GAINED FROM THE EXPERIENCE. TO LOWER THIS BARRIER, THE COUNCIL ON MEMBERSHIP AND THE BOARD OF TRUSTEES HAVE BEEN INVESTIGATING THE VALUE OF UTILIZING ONLINE MEETINGS USING TECHNOLOGY FROM WEBEX COMMUNICATIONS. WEBEX ALLOWS MEMBERS TO PARTICIPATE IN MEETINGS USING THEIR OWN PHONE AND COMPUTER ALONG WITH A WEB VIDEO CAMERA. NO ADDITIONAL HARDWARE IS NECESSARY TO PARTICIPATE.

ADOPTING AN ONLINE FORMAT FOR COUNCIL AND COMMITTEE MEETINGS OFFERS A LEGITIMATE WAY FOR THE SOCIETY TO CONDUCT ITS BUSINESS WITHOUT HAVING TO REQUIRE VOLUNTEERS TO DRIVE TO THE MDS HEADQUARTERS OR A MEETING LOCATION FAR FROM THEIR OFFICE OR HOME. COUNCIL ON MEMBERSHIP CHAIR DR. ROBERT LELAND STATES: “WITH AN ONLINE MEETING OPTION, THE MDS CAN ENGAGE MORE MEMBERS IN THE SOCIETY AND MAKE THEIR EXPERIENCE MORE MEANINGFUL BECAUSE THEY WILL BE ABLE TO ACCOMPLISH MORE AND DO IT MORE EFFICIENTLY.”
The Massachusetts Dental Society Foundation Mobile Access to Care (MAC) Van Capital Campaign is one step closer to reaching its goal as Blue Cross Blue Shield of Massachusetts has recently contributed $50,000 toward the MAC Van Program. In addition, MDS members donated nearly $10,000 in late 2007.

The goal of the MAC Van Capital Campaign is to raise $3.5 million over five years. This campaign will fund the costs associated with the MAC Van Program and an endowment to sustain other access-to-care programs—including the MAC Van—after 2011.

To date, the MDS Foundation has raised more than $1.7 million to fund the MAC Van Program through grants, multiyear commitments, and individual contributions. We are halfway to reaching our goal of $3.5 million by 2011.

Please “give a little bit” by donating to the MAC Van Capital Campaign through one of the following methods:

- **Online:** [www.mdsfoundation.org/giving](http://www.mdsfoundation.org/giving)
- **Mail:** MDS Foundation, Two Willow Street, Suite 200, Southborough, MA 01745
- **Phone:** Tara Brady at (800) 342-8747, ext. 269

For a complete list of MAC Van donors, visit [www.mdsfoundation.org/giving](http://www.mdsfoundation.org/giving).

There is still time to make your annual contribution to the MDS Foundation. The fund year ends April 30, 2008. You may donate online at [www.mdsfoundation.org/giving](http://www.mdsfoundation.org/giving) or through your annual dues statement.

Last year, we raised more than $40,000. Please help us have our best year yet by continuing to make your annual contribution or becoming a donor for the first time. Donations over $100 will be listed in the Summer 2008 issue of the Journal of the Massachusetts Dental Society and on the MDS Foundation Web site.

The MDS Foundation is dedicated to improving access to dental care for the underserved in Massachusetts and to expanding educational opportunities for those who wish to pursue a dental career.

**Giving Levels**

- Silver: $100
- Gold: $250
- Platinum: $500
- Presidents Club: $1,000
- Salmon Society: $5,000
- Morton Society: $10,000

**Join us for the**

**7th Annual MDS Foundation Golf Tournament**

Monday, June 16, 2008

Ledgemont Country Club, Seekonk, MA

For more information, visit [www.mdsfoundation/events](http://www.mdsfoundation/events).
See the Latest in Dental Technology

**TECHNOLOGY DAY**

**Fees:**
- 328 $150 MDS Dentist Member/MDS Auxiliary Member
- 328A $75 Non-MDS Member

**CEUs:** 4

**Date:** Friday, March 28, 2008

**Time:** Registration: 9:30 a.m., Lecture: 10:00 a.m.–2:00 p.m.

**Complimentary light breakfast.**

*Lunch with speakers sponsored by Henry Schein Dental*

**BIOLASER**

**Time:** 10:00–11:00 a.m.

**Speaker:** Howard S. Golan, DDS, certified expert in hard and soft tissue treatments, World Clinical Laser Institute.

**Objective:** To transform the in-chair experience for your patients with hard and soft tissue laser applications.

**Description:** This class will provide an introduction to laser dentistry, featuring how lasers work, the differences between lasers, benefits to today’s patient and dentist, and the impact lasers have in practice.

**I-CAT CONE BEAM DENTAL CT IMAGING**

**Time:** 11:00 a.m.–12:00 noon

**Speaker:** Mike Archer, specialist in software and digital radiology, Henry Schein Dental.

**Objective:** To learn the benefits of i-CAT cone beam dental CT imaging.

**Description:** This course will detail:
- How to implement i-CAT cone beam dental CT imaging in your practice.
- How 3-D modeling benefits your practice.
- What is guided surgery and who benefits from it?
- Impressionless and modeless dentistry.

**CAD-CAM DENTISTRY (E4D)**

**Time:** 12:00 noon–1:00 p.m.

**Speaker:** John Hinton, CAD-CAM area sales manager, Henry Schein Dental.

**Objective:** To teach the dental team the correct clinical applications and techniques for inlays, onlays, crowns, and veneers.

**Description:** A review of indications, contraindications, material selection, and the unlimited potential of CAD/CAM dentistry.

**HIGH-TECH FORUM**

**Time:** 1:00–2:00 p.m.

**Description:** Learn about the latest in dental technology from local representatives for Biolase, i-CAT, Dexis, Dentrix, Gendex, and Kavo. Try the equipment out before you buy!

**Recommended Audience:** D, H, A

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**UNRAVELING THE MYSTERY: AUTISM 101**

**Fees:**
- 314 $65 MDS Dentist Member/MDS Auxiliary Member
- 314A $135 Non-MDS Member

**CEUs:** 3 DANB

**Date:** Friday, March 14, 2008

**Time:** Registration: 9:30 a.m., Seminar: 10:00 a.m.–1:00 p.m.

**Speaker:** Julie Fitzpatrick, pediatric dental office manager who has written a manuscript documenting her family’s journey in helping those challenged by autism.

**Objective:** To learn practical suggestions, tools, and techniques to increase the rate of success for in-office visits for individuals with autism.

**Recommended Audience:** A, D, H, O

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**BISPHOSPHONATE-ASSOCIATED OSTEONECROSIS OF THE JAWS**

**Fees:**
- 320 $65 MDS Dentist Member/MDS Auxiliary Member
- 320A $300 Non-MDS Member

**CEUs:** 3 DANB

**Date:** Thursday, March 20, 2008

**Time:** Registration: 5:00 p.m., Seminar: 5:30–8:30 p.m.

**Speaker:** Sook-Bin Woo, DMD, MMSc, assistant professor and chief of the division of oral and maxillofacial pathology and oral medicine at the Harvard School of Dental Medicine.

**Objective:** To enable the dental team to: recognize its presentation; minimize risk for your patient; stage and manage patients with osteonecrosis of the jaws and know when to refer the patient; be updated on the current literature regarding the safety of dental treatment; and understand the reliability of monitoring methods currently in use.

**Description:** Understand the actions of bisphosphonates and the putative etiology of osteonecrosis of the jaws, which occurs in 7 to 12 percent of patients who use intravenous forms of bisphosphonates.

**Recommended Audience:** D, H, A

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**CUTTING-EDGE ENDODONTIC TECHNIQUES**

**Fees:**
- 321 $200 MDS Dentist Member/MDS Auxiliary Member
- 321A $225 Non-MDS Member

**CEUs:** 12 DANB

**Date:** Friday, March 21, 2008

**Time:** Registration: 8:00 a.m., Course: 8:30 a.m.–3:30 p.m.

**Speaker:** David Browdy, DMD, international speaker and author on clinical laser endodontics and in private practice limited to endodontics.

**Objective:** To offer dentists an overview of new technologies and techniques for inlays, onlays, crowns, and veneers.

**Description:** Topics covered include rationale for endodontic treatment in an implantology world and marrying modern technologies with tried-and-true endodontic philosophies (lasers, magnification, flowable sealers, and alternative shaping techniques).

**Participants to bring loops.**

*Thanks to Ultradent for its support.*

**Recommended Audience:** D

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**Save $5 When You Sign Up Online!**

Visit [www.massdental.org/adhp](http://www.massdental.org/adhp) for further details.

See a complete listing of our upcoming classes online at [www.massdental.org/ce/calendar](http://www.massdental.org/ce/calendar).

All classes are held at MDS headquarters in Southborough, unless otherwise indicated.
The Massachusetts Dental Society is asking member dentists to open their doors to needy children throughout the state as part of the American Dental Association’s annual Give Kids A Smile Day.

On February 1, 2008, dentists nationwide will be providing free oral health care services to low-income children to highlight the challenges that these children face in accessing dental care. As in past years, the MDS will be partnering with Head Start organizations throughout the state and asking members to provide one or more local children with a free oral exam and any necessary follow-up care. The names of volunteers will be given to local Head Start health managers, who will then contact the dentist directly to schedule an appointment. The MDS’s Give Kids a Smile initiative will begin in February and continue through June.

In lieu of offering free care, members may also volunteer to give classroom presentations to first graders as part of Give Kids a Smile.

In January 2008, a letter was sent to members inviting them to participate in Give Kids a Smile. If you did not receive the letter and are interested in volunteering for this very worthwhile program, contact Michelle Sanford, manager, community relations and dental access, at (800) 342-8747, ext. 253, or email her at msanford@massdental.org.

Schools Looking for USED DENTAL EQUIPMENT

As a way of continuing our support for dental hygiene, dental assisting, and dental laboratory technology education in the Commonwealth, the MDS Standing Committee on Allied Dental Health Professionals is working with local dental hygiene and assisting schools across the state to help them obtain much-needed used dental equipment. This equipment is a valuable part of training students to work in dental practices upon their graduation.

The MDS is asking that donations be no more than 10 years old and in good working order. If you have such equipment to spare and would like to make a donation, contact Jessica Robinson, MDS communications assistant, at (800) 342-8747, ext. 276, or send her an email at jrobinson@massdental.org.

To find more information about this program, visit the Professionals Section of the MDS Web site at www.massdental.org. There you will find lists of both equipment available for donation and equipment requested by the schools.

New Oral Health/Overall Health Brochures AVAILABLE

As a dental professional, you know that the condition of your patients’ oral health plays a very important role in their overall health. That is why the Council on Public Affairs has developed the brochure Oral Health and Your Overall Health.

The brochure discusses the link between oral health and heart disease and stroke, diabetes, osteoporosis, and other systemic conditions. A limited amount of these brochures are available to members at no cost. If you are interested in receiving copies, please contact Jessica Robinson, MDS communications assistant, at (800) 342-8747, ext. 276, or send an email to jrobinson@massdental.org.
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GENERAL DENTIST—Rural community health center located in the foothills of the Berkshires is seeking a PT or FT dentist. Salaried position with generous benefits and loan repayment option. New dentists encouraged to apply. See our website at: www.berkshirescommunityhealth.org, or email to: cahmid26@msn.com. 

LOOKING FOR MOTIVATED, CARING, EXPERIENCED ASSOCIATE who is looking for partnership in a busy, well-established general practice in Southeastern Massachusetts. Excellent opportunity for the right individual who wants to buy in to a quality-oriented atmosphere with a long-standing, talented staff. Close to ocean and beaches, 20 minutes from Providence, one hour from Boston. Please email resume to milecomte@verizon.net or send fax to (508) 674-5360.

WELL-ESTABLISHED, BUSY FAMILY PRACTICE located in Framingham seeks a part-time general dentist three days per week. The office has a friendly atmosphere, great patients, and offers a great compensation package. Please reply to MDS Box 1191.

DENTIST—SYRACUSE COMMUNITY HEALTH CENTER, INC., a pro-gressive multispecialty facility, is seeking full-time committed dentis-t(s) to provide dentistry services in an ambulatory care facility or school-based health center. New York State license required or be eligible for licensure through any other regional exam accepted by New York State. Successful candidates will enjoy a competitive com-pensation and fringe benefits package, including relocation assistance, continuing education, and malpractice coverage. Central New York has excellent schools and cultural activities. Bilingual English/Spanish-speaking candidates are encouraged to apply. Submit CV and cover letter to Mrs. Renee Weeden, SR, Physician Recruitment Administrator, Syracuse Community Health Center, Inc., 480 West Genessee Street, Syracuse, NY 13202. Phone (315) 683-0444; fax (315) 682-2205; web site: www.syracusehealth.org.

ASSOCIATE/PARTNER—LITTLETON, MA. Well-established family prac-tice southwest of Boston. Experience preferred. Please reply to Dr. Craig M. Luzier at (781) 895-9995 or email resumes directly to Dr. Sam Shamie at sam@gentleddental.com. Please visit our Web site at www.gentleddental.com.

EQUIPMENT TO SELL—Three-year-old Bioscape Waterlase laser and two Diagnodent—best offers. Email dr.craigm@verizon.net.

PERIODONTIST PART-TIME—Busy cosmetic dental practice in Newton. Smile design, gingival architectural procedures, implants, etc., one to two days per week. Web site: www.cosdent.com, or email edwardm.bloom@msn.com. 

ASSOCIATE/PARTNER—LITTLETON, MA. Well-established family prac-tice southwest of Boston. Experience preferred. Please reply to dr.craigm@verizon.net.


GENERAL DENTISTS—WELL-ESTABLISHED, BUSY FAMILY PRACTICE located in Framingham seeks a part-time general dentist three days per week. The office has a friendly atmosphere, great patients, and offers a great compensation package. Please reply to MDS Box 1191.

GENERAL DENTISTS—ARMY NATIONAL GUARD. Part-time practice with full-time benefits, $75K special bonuses (over three years), $50K student loan repayments, low-cost life insurance, tri-care medical coverage, CME conferences, 20-year retirement (if qualified), flexible training schedule. Call LTC (Ret). Joseph M. Guerrieri at (517) 641-9032 or email jmgue@beld.net.

DENTISTS—ARMY National Guard. Part-time practice with full-time benefits, direct commissions, $75K special bonuses (over three years), $50K student loan repayments, low-cost life insurance, tri-care medical coverage, CME conferences, 20-year retirement (if qualified), flexible training schedule. Call LTC (Ret). Joseph M. Guerrieri at (517) 641-9032 or email jmgue@beld.net.

PERIODONTIST PART-TIME—Busy cosmetic dental practice in Newton. Smile design, gingival architectural procedures, implants, etc., one to two days per week. Web site: www.cosdent.com, or email edwardm.bloom@msn.com.

ASSOCIATE—Full-time. For a quality and caring, fee-for-service family practice. Great office. Great staff and happy atmosphere. Please fax resumes to (617) 532-1400 or mail to Oakdale Dental Associates, 1820 Northampton St., Holyoke, MA 01040.

PERIODONTIST—One day a week for a quality and caring, fee-for-service family practice. Please fax your resume to (413) 532-1400 or mail to Oakdale Dental Associates, PC, 1820 Northampton St., Holyoke, MA 01040.

DISABLED DENTIST NEEDS HELP General dentist needed part-time for busy urban practice in Jamaica Plain. One day per week to start. Excellent opportunity. Possibility of associateship/partnership. All phases of dentistry. Call (617) 524-7860.

PEABODY—DENTIST, GENERAL PRACTICE. Harvard Vanguard Medical Associates, a well-established multispecialty group prac-tice, has an opportunity for a general dentist in our Peabody prac-tice for March 2008. Our multidisciplinary practice provides a full range of preventive, diagnostic, and restorative services to both adults and children. In addition to our hygiene staff, we have part-time specialists—oral and maxillofacial surgeon, periodontist, pedodontist, and orthodontist. Ideal candidate must have leadership, excellent interpersonal skills, ability to work in a group, and previous experience in dental implant restoration and cosmetic dentistry. We offer a competitive salary and strong prac-tice supports. Please forward CV to Kelly Glynn, Physician Recruitment, Harvard Vanguard Medical Associates, 275 Grove Street, Suite 3-300, Newton, MA 02468-2275. Fax (617) 559-8255, email kelly.glynn@vmed.org, or call (617) 559-8255. Web site: www.harvardvanguard.org.

OPPORTUNITIES AVAILABLE—Endodontist needed for Metrowest practice half or a full day/week, flexible on the days. Terms negotiable. Please call (978) 440-8652.

ASSOCIATE/DENTIST—NORTHERN MA. OFFICE. Busy practice. Full-time position and responsibilities. At least three years of experience preferred. Potential buy-in opportunity. Please reply to smchwert@prospeed.net.

ASSOCIATE POSITION AVAILABLE—MODERN PROGRESSIVE OFFICE seeks dentist to perform all phases of general dentistry. Three to four days per week. Excellent salary and benefits. Great opportunity for a motivated individual who wants to be part of an excellent dental team. To learn more or to schedule an interview, call (978) 562-2782.

MODERN PROGRESSIVE PRACTICE IN SOUTHERN WORCESTER COUNTY is seeking a well-qualified general dentist for a full-time position. Objective: Quality dentistry, high production potential, com-patibility with doctors and our highly trained staff. Partnership poten-tial. Great compensation includes medical, dental, and retirement benefits. Please call (508) 347-9336.
Dental Office Lease—Duxbury, Route 53. First floor, three operators, lab, waiting room, and office. Near school and nursing home. Utilities in place, save $2,000. Call (508) 540-0650.

Massachusetts—Periodontal practice for sale. Metropolitan Boston, South Suburban. Well-established 40-year practice. Four full operators with three others hooked up with all utilities ready to equip. Large waiting room, business offices, private office, sterilization room, and lab. 1,800 sq. ft. in professional office building on mass transit lines. Handicapped accessible. Plenty of parking. Interested in fast sale. Retiring. Please reply to MDS Box 1176.

Wellesley Hills, space to share in prosthodontic office. Fully equipped modern office. Prime location, plenty of parking. Please call (617) 636-0058.

Hingham, six ops, 25 years in practice. $550K gross, great restorative practice, with lots of C&B. Voted one of the nation’s best school systems. Highest median income. Beautiful seacoast community. Phone (781) 534-3525.

Hyannis—Dental or medical office available for rent. 2,650 sq. ft. (first level: 1,450 sq. ft., lower level: 1,200 sq. ft.). Four operators, darkroom, two bathrooms, business office, sterilization room, kitchen, conference room, and private office. Fully plumbed with air, vac, and electric. Plenty of parking. Excellent location near hospital. Call evenings at (508) 362-6780.

Opportunities Wanted
Periodontist, Board Certified, with many years of experience in both periodontics and implant dentistry, relocating to Cape Cod and is seeking a position on Cape Cod or the South Shore. Will consider either a periodontal or general practice position. Reply to MDS Box 1186.

Endodontist seeking one day per week in Boston area. Resume on request. Please respond to MDS Box 1182.

Practices and Offices for Sale or Rent

Medford—Fully equipped four-operator dental office with parking for lease or purchase. 1,745 sq. ft. on Route 60. Turnkey operation. Great opportunity for start-up, satellite, specialist, or general practice. Call (781) 599-9025 or email richardharold@verizon.net.

Newton Center Dental Office available for sublease, four days per week. Ideal for small or satellite practice. Please call (617) 332-8550.

MassHealth Dental Program Update

Doral Dental USA (Doral) is pleased to provide our first update on the MassHealth dental program since we began administration in April 2007.

Doral is pleased to introduce our new MassHealth Program Director, Barry Major. Barry was born and raised in Haverhill, and graduated from the University of Massachusetts-Lowell in 1995 with a Bachelor of Arts in psychology. Barry says he is committed to creating a “model public dental program for all of New England to emulate.” He believes that collaboration among MassHealth, Doral, and the dental community is vital for success. Barry pledges to work diligently to increase member utilization and provider participation by implementing and strengthening streamlined solutions and efficiencies.

Important Results

Although Doral’s administrative duties officially began April 1, 2007, the organization has spent considerable time over the past year working with the Commonwealth’s Executive Office of Health and Human Services (EOHHS) to get the program up and running. The good news is that thanks to the efforts of many, including the provider community, the MassHealth dental program is notably improving. Some of the key metrics are detailed in the table below.

### MassHealth Dental Key Metrics

<table>
<thead>
<tr>
<th>Metric</th>
<th>Prior to April 1, 2007</th>
<th>As of October 31, 2007</th>
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</thead>
<tbody>
<tr>
<td>Percentage of enrollees between the ages of 2 and 21 who have had a dental visit</td>
<td>39 percent</td>
<td>49 percent projected</td>
</tr>
<tr>
<td>Number of participating providers</td>
<td>1,000</td>
<td>1,200</td>
</tr>
<tr>
<td>Enrollment/credentialing process (average turnaround)</td>
<td>70 days</td>
<td>25 days</td>
</tr>
<tr>
<td>Enrollment packet</td>
<td>Simplified</td>
<td></td>
</tr>
<tr>
<td>On-site provider visits and training</td>
<td>315</td>
<td></td>
</tr>
<tr>
<td>Covered benefits</td>
<td>Expanding—Now includes prefabricated esthetic stainless crowns, gingivectomies, scaling and root planing, and intravenous sedation</td>
<td></td>
</tr>
<tr>
<td>Prior authorizations</td>
<td>Average turnaround—3.3 days</td>
<td></td>
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</tbody>
</table>

Striving to Do More—What’s Next?

Doral is pleased with the results so far, but we realize that our work is far from over. Doral is aware of outstanding issues and is committed to working diligently with EOHHS and the Massachusetts Dental Society for prompt resolution. Doral has instituted weekly cross-functional team meetings to address and improve the following:

- Capturing additional patient history on Doral’s provider Web portal
- Adjusting Doral claims processing protocols to further enhance accuracy
- Improving customer service response times
- Refining the adjustment/recoupment process
- Proactively communicating any and all changes to the program and/or processes

Doral has developed an action plan that will pinpoint the problem sources and implement necessary remedies. We are dedicated to serving as a long-term partner to the Commonwealth of Massachusetts and its citizens. For more information, please contact Barry Major at (617) 886-1310.
Tamper-Resistant Prescription Pads to Be Required By Law

A federal law requiring the use of tamper-proof prescription pads for prescriptions for Medicaid (MassHealth) members goes into effect on April 1, 2007. The requirement, which was originally scheduled to go into effect on October 1, 2007, was delayed for six months because of concerns expressed by the American Dental Association and other organizations that providers were not being given enough advance notice of the new law.

The intent of the law is to reduce forged and altered prescriptions and to deter drug abuse. The new requirement applies to both prescription drugs and over-the-counter drugs prescribed for MassHealth members, and is applicable when MassHealth is the primary or secondary payer of the prescription being filled.

The federal law exempts several types of prescriptions from requirement. Exempted prescriptions are:

- Prescriptions that are e-prescribed, faxed to the pharmacy from the provider’s office, or telephoned to the pharmacy by the provider;
- Prescriptions provided in institutional and clinical settings for which the drug is not separately reimbursed but is reimbursed as part of a bundled payment rate; or
- Prescription refills for which the original prescription was filled before April 1, 2008.

Tamper-resistant prescription pads must have one or more of the following characteristics:

- Prevention of unauthorized copying of a completed or blank prescription;
- Prevention of erasure or modification of information written on the prescription by the prescriber; or
- Prevention of the use of counterfeit prescription forms.

The Massachusetts Dental Society suggests that dentists contact their regular prescription pad supplier for tamper-resistant pads or search the Internet for vendors that provide tamper-resistant pads.