

MDS CONNECTION

**MDS NEWS
Has a NEW
Look and Name!**

Welcome to Your New Massachusetts Dental Society Newsletter

As part of the Massachusetts Dental Society's ongoing efforts to provide you, our members, with the most up-to-date information you need to help you maintain your practice and keep you "connected" to organized dentistry, the MDS is pleased to introduce your new bimonthly newsletter, MDS CONNECTION. After careful review and much consideration, we determined that it was time to update how we deliver important information to our members, and so MDS NEWS has a new look and a new name, just in time for the New Year.

While what you *see* may have changed, what you *get* hasn't. The newsletter is still your source for everything associated with organized dentistry as it relates to your practice. What you get is all the information you've come to expect from your dental society. This includes articles on MDS programs and initiatives, state and federal legislative regulations and issues, MDS member benefit programs, insurance updates, and actions taken by the MDS Board of Trustees. There will be stories on volunteer achievements and opportunities, the MDS Foundation and Mobile Access to Care (MAC) Van, Yankee Dental Congress and continuing education, public awareness campaigns, and council and committee activities.

What you see is a new four-color format with an updated, fresh design, a presentation we hope will make you want to open every issue of MDS CONNECTION and read it cover to cover. In addition to the expanded use of full-color photographs and a modern typeface, we are making a few enhancements we hope you will find engaging and informative. One of these is a semiregular column titled "BORID Rules & Regs," which will provide you with information on the rules and regulations of the profession's licensing board and how these may affect you. Another addition is the "MDS CONNECTION Question," a dentist-on-the-street-type of quick question poll of MDS members that offers a look at the lighter side of being a dentist. Future issues will feature membership profiles, as well as some other surprises.

Change is inevitable, but this is one change we hope you'll like. This is *your* newsletter, so we welcome any comments or suggestions you may have regarding MDS CONNECTION. Please contact Melissa Carman, MDS managing editor, at (800) 342-8747, ext. 260, or mcarman@massdental.org with your thoughts. We look forward to your feedback and to creating a new connection with you.

It's Time to Begin Taking ACTION on the Call

By now, all Massachusetts Dental Society members should have received a copy of the Society's *Call to ACTION*.

Developed and produced by the MDS Council on Public Affairs and designed by the Society's Communications Department, the *Call to ACTION* is intended to serve as a five-year plan for improving oral health in Massachusetts by identifying 12 specific objectives. More than a year of planning and discussion went into the publication, which will also be mailed to all legislators, policy leaders, dental schools, community organizations, and other stakeholders in the Commonwealth.

"The *Call to ACTION* not only reaffirms our long-standing commitment to many issues of importance but, in many ways, it also serves to redefine who we are as a profession," says MDS President Dr. Milton Glicksman.

Although the *Call to ACTION* was distributed to MDS members in December, the public announcement of the program will be made at a news conference at the State House on Thursday, February 19, 2009, at 11:30 a.m.

Given the importance of the initiative, a section of the MDS Web site has been devoted to the *Call to ACTION*, www.massdental.org/calltoaction, and a special telephone number has been established for those requesting more information or who are interested in actively participating in any aspect of this initiative. That number is (888) MDS-2013.

If you have questions or comments on the *Call to ACTION* or want to request extra copies of the publication, contact Scott Davis, chief communications officer, at (800) 342-8747, ext. 239, or sdavis@massdental.org.



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Robert E. Boose, EdD

The More Things Change . . .

In the *100 Year MDS History* booklet, which was published in 1964, Mildred McClary

Tymeson wrote that

by 1890, "Dentistry had become a complex profession." As in any profession, history captures the evolution of an organization, its members, and the issues of the world. For the past 144 years, the Massachusetts Dental Society has blazed some interesting trails and overcome many obstacles for organized dentistry. Over this time, it is evident that some themes recur.

Back in 1864, oral hygiene information came in the form of "magic formulas" sold over the counter to cover

blackened teeth to make them appear white. People were told to use cold water—not hot—to brush their teeth because teeth were bones and it was believed that when you boiled a bone it would turn to glue or jelly.

Oral care by those who were trained to deal with specialized dental problems was not readily accessible. Dental care was considered a luxury, and only very large communities or cities could support a dentist.

Organized dentistry in Massachusetts was a vision of Dr. Samuel J. McDougall, who was attending a meeting in the sales room of Samuel S. White's Dental Depot on Tremont Row. Dentists frequently met there, but they were very careful not to appear too "friendly." A dentist seen talking to another dentist was immediately suspected of exchanging or soliciting dental techniques and procedures, knowledge that was worth big money in 1864. Dentists paid each other anywhere from \$5 to \$1,000 for this type of information.

One day in February 1864, Dr. McDougall and Dr. Daniel G. Harrington, a dentist from Westborough, were discussing their similar struggles with dental practice questions and a desire to learn new techniques. Even though they were deemed to be competitors, they realized there was a need to form collaborative relationships—the beginnings of a formal dental society.

At the time, dental practices were using amalgam, anesthesia, and vulcanized rubber. Dentists who were properly trained were saving teeth by root canal procedures. The training and preparation of dentists became a front-burner issue. About one-third of the practicing dentists in Massachusetts were not graduates of any dental school. In 1887, state law required that dentists regis-

ter by paying a fee of 50 cents, and all new persons coming into the profession were required to pass an examination by a Board of Examiners, now known as the Board of Registration in Dentistry (BORID).

As the profession developed, it realized a moral obligation to "give back" to the people it served. For years, dentists cared for children's teeth in their offices, in clinics, and in schools.

There was also a concern about dentists' overwhelming workload and their inability to meet it if not for auxiliary staff. A question was posed at the American Academy of Dental Science in 1912: "Do we need the dental nurse?" That same year, the MDS recommended that "we approve the movement for dental nurses . . . and help in securing legislation."

The quote at the beginning of this article refers to the profession in 1890. If dentistry had become a complex profession more than 118 years ago, what is it now? We need to face the future without maintaining a stranglehold on the past. New models of care need to be developed; different workforce positions need expanded functions; new staff that can function under the supervision of a licensed dentist need to be identified.

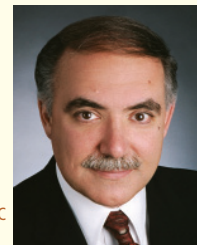
Perhaps this closing paragraph in the *100 Year MDS History* states it best: "In this ethical union of human energies lies the dentistry of the future. With satisfaction in the review of how far it has come, the Massachusetts Dental Society acknowledges that there is still a long way to go."

"Dentistry had become a complex profession."



FIRST DISTRICT TRUSTEE REPORT

Robert A. Faiella, DMD, MMSc



It comes as no surprise to most that the recent economic crisis has had an impact on nearly every segment of the population. Management of a dental practice and provision of care require a balance between the delivery of services and the prudent fiscal decisions needed to adapt to this changing environment. It is a time to reevaluate expenses as they relate to the value they provide.

The issues facing dentistry require the American Dental Association to be a strong advocate facilitated by a strong financial foundation without having to cut valuable programs. The October 2008 ADA House of Delegates is an example of cooperative and transparent debate in the management of the ADA annual budget. Prior to the Annual Session, a dues increase of \$14 was proposed, based on 17 decision packages totaling almost \$1.5 million, to support Council and Committee activities for the 2008–2009 fiscal year. In addition, 23 resolutions submitted to the House had financial implications of nearly \$700,000 with the potential for a \$19 dues increase. This may seem small in the context of a budget of more than \$115 million, but the impact on membership was not overlooked. At that time, the House adopted a long-term financial strategy of dues stabilization, limiting dues increases to the level of inflation, which would cap the increase to \$15 for the 2008–2009 year.

Yet, in spite of this approved limit, the House engaged in a lively debate on the merits of a balanced budget without a dues increase for the coming year. In the end, the House sent the budget back to the Board of Trustees, which adjusted \$2.2 million from the budget without compromising member programs and delivered no dues increase for this year.

The value of membership in the tripartite is defined by many factors and reflects the diverse group of professionals we are. Our ability to define that value, through responsible management of our resources, will strengthen our commitment to remain an exceptional association.



A Bimonthly Newsletter of the Massachusetts Dental Society

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Membership

The MDS at Work for You

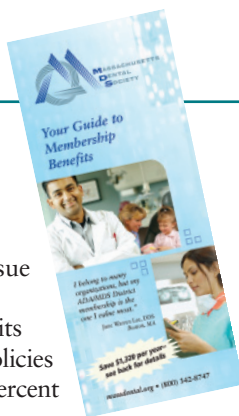
This has been a busy year for the Massachusetts Dental Society, one that proved that hard work produces results. Through the diligence of its volunteer dentists and staff, the MDS was able to achieve great results on behalf of its members. Among its major achievements in 2008, the MDS accomplished the following:

- **Assured Your Voice Was Heard**—Convened a Beacon Hill Day with more than 120 members and testified before the state legislature on bills affecting dentistry. The MDS also led the effort to create the Omnibus Oral Health Bill.
- **Represented Your Concerns to Insurance Companies**—Organized meetings with major insurance companies to relay your concerns and propose

policy changes. Also, the Society continued to pursue a plan for Delta Dental to modify its reimbursement policies (including the 5 percent discount).

- **Educated the Public About Oral Care**—Authored op-ed pieces for more than two dozen newspapers across the state promoting the value of oral care and how oral health equals overall health. Also, the MDS coordinated dozens of classroom visits educating students about their teeth.

Read about more accomplishments at www.massdental.org/accomplishments.



T-Mobile

stick together

New T-Mobile Discount Offer for MDS Members

Massachusetts Dental Society members can now receive a special discount off either new or existing cell phone service from T-Mobile. This new members-only benefit program offers you a 10 percent discount off your monthly recurring charges. The program includes: free and discounted equipment on new activations (exclusions apply); discounts on G1, Sidekick, and Blackberry devices for new activations; no activation fees; and free shipping. For more information or to sign up, visit www.massdental.org/tmobile or call (866) 464-8662 and use the promotional code 10772TMOFAV. Please note that activations handled through T-Mobile stores or the T-Mobile Web site are not eligible for the discount.

Pay Your Dues Online

By now, you should have received your 2009 combined statement of membership dues for the American Dental Association, the Massachusetts Dental Society, and your local District Society.

In addition to paying dues by mail, MDS members have the option of paying online 24/7 at www.massdental.org/join-renew. If you have any questions about your dues or membership benefits, please contact the MDS Membership Department at (800) 342-8747.

Want to Hear a Secret About Volunteerism?

It's rewarding to get involved in something you are passionate about.

The MDS Leadership Institute class of 2008 wants to help you determine your unique passion for dentistry. Why? The goal is to try to match your passion for organized dentistry with an opportunity or role at the Society. The MDS is one of the most distinguished state dental societies in the country. This success is not by accident. It is a result of our members' active involvement, participation, and leadership. The Leadership Institute recognizes the importance of engaging new members to step up into roles that help keep the MDS vibrant and successful.

Upon completion of each year-long Leadership Institute program, the participating class members take part in a one-year ad hoc committee overseeing a project of their choosing. The 2008 Leadership

Institute class has made the goal of its project to cultivate members for volunteer roles in the Society.

"There are so many ways to get involved in the MDS and an opportunity to contribute back to your profession," says Ben Falk, DDS, chair of the 2008 Leadership Institute ad hoc committee. "I urge you to give it a try and get involved in your care-about, be it political action, community outreach, or helping your district. The personal rewards will be tremendous."

Please check out www.massdental.org/volunteerroles for more information on how to get involved in your profession or download the new "It's Your Profession" guide to volunteering. Don't worry about not having enough time—you can pick your selection based on your availability and interest.



Legislative



BORID Rules & Regs

In an effort to ensure that MDS members have a thorough understanding of the regulations governing the practice of dentistry in Massachusetts, MDS CONNECTION is adding this new regular column. Please note that this information is only an overview of provisions within the regulations, and all dentists should familiarize themselves with the complete regulations as promulgated by the Board of Registration in Dentistry (BORID).

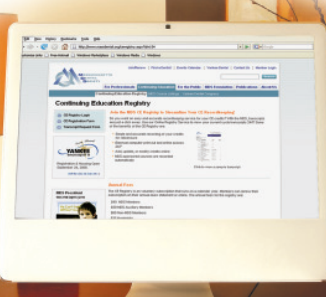
Deficiencies in continuing education credits are one of the most frequent infractions found by BORID when reviewing the records of licensed dentists in the Commonwealth. To that end, here are a few things you must know:

- Every licensed dentist in Massachusetts must complete 40 CEUs biennially.
- One CEU credit is given for each hour of attendance at lectures, seminars, institutes, etc. Two CEU credits are given for each hour of attendance at a clinical or laboratory participation course.
- It is your responsibility to maintain a record of your attendance at these courses, including an authenticated record of attendance from the course sponsor. BORID can request that you produce this record at any time. The MDS offers the CE Registry, a recordkeeping service that will maintain your current CE record.
- Within a two-year licensing period, there are limits to the percentage of CE credits that you may obtain in particular categories:

- 100 percent (40 CEUs) may be obtained from educational and scientific courses, as well as examinations and specialty boards;
- A maximum of 50 percent (20 CEUs) may be obtained through papers, publications, and scientific presentations;
- A maximum of 25 percent (10 CEUs) may be obtained through teaching and research appointments;
- A maximum of 20 percent (8 CEUs) may be obtained through self-instruction courses such as online and home study courses;
- A maximum of 20 percent (8 CEUs) may be obtained through other educational activity as approved by BORID. (Please note that BORID has determined that attendance at the Yankee Dental Congress can only count for a maximum of 5 CEUs for the two-year cycle.)

It is critical that you maintain a complete record of your CE attendance and be prepared to produce authenticated attendance records for each course that you attend. The MDS CE Registry is a service offered at a minimal annual cost. It is a recordkeeping service and not an official transcript. For more information about the MDS CE Registry or continuing education, please contact Susan Karp at (800) 480-9797, ext. 250, or skarp@massdental.org.

If you have any questions or would like clarification on anything related to BORID, please contact the MDS at (800) 342-8747.



MDS Holds Grassroots Education Seminar



On Friday, November 7, 2008, the Massachusetts Dental Society Grassroots Network hosted a Grassroots Education Seminar at MDS headquarters in Southborough. The event provided MDS members with the opportunity to learn more about establishing relationships with their local legislators and the value of these relationships in promoting organized dentistry on Beacon Hill. A diverse group of dentists participated in the event, including both veterans and newcomers to the Society's grassroots initiatives.

Featured speakers included Roger Donoghue and Kevin O'Reilly of Capitol Consulting Group, the MDS's contract lobbying firm. Mr. Donoghue provided in-depth analysis of the current climate on Beacon Hill, and Mr. O'Reilly detailed the effectiveness of grassroots strategies in influencing public policy. Bill Prentice and Brian Sodergren from the American Dental Association also made presentations focusing on the implications of federal elections and the grassroots efforts on Capitol Hill. Arthur Eddy, DMD, represented the MDS-PAC/MDS-People's Committee, a cosponsor of the event, and detailed the important role that the organization plays in promoting a political environment in Massachusetts that is favorable to dentists.

For more information on the MDS Grassroots Network, visit www.massdental.org/grassroots or email advocacy@massdental.org.

Update on the Omnibus Oral Health Bill



S.2819—The Omnibus Oral Health Bill was bundled by legislative leaders, including Massachusetts Senate President Therese Murray and State Senator Harriette

Chandler, who are interested in oral health issues and are committed to seeing progress on this issue. It was these legislators who first approached the Society about merging initiatives sponsored by the MDS, the Massachusetts Dental Hygienists' Association, and Health Care for All into an omnibus bill in the 2007–2008 legislative session. Through this unique coalition, the MDS has been recognized as a leader on oral health issues by being willing to sit at the table, participate in discussions, and work to achieve consensus. With tough economic times ahead, there can be no doubt that the political goodwill the Society has generated around this bill will benefit the MDS in other ways.

The Omnibus Oral Health Bill was passed unanimously by the State Senate at the end of July. As we await possible action in the House during informal session, it is important that MDS members have a complete understanding of what this legislation will (and will not) do. The MDS Government Affairs department has compiled a list of frequently asked questions and posted them on the Advocacy section of the MDS Web site. Please take a moment to read through these questions on the Omnibus Oral Health Bill by visiting www.massdental.org/legislation. If you have any further questions, please contact David White, acting director of government affairs, at (800) 342-8747, ext. 225, or dwhite@massdental.org.



Insurance & Finance



Insurance Issues for 2009: Health Care Reform, HSAs, and Renewals

By George Gonser, MBA, MDSIS Chief Executive Officer

Two years ago, I predicted that 2007 would be a year unlike any other in the insurance industry. Now, in 2009, I would like to amend that statement to say that *every* year is unlike any other in the insurance industry. That being said, what do we have to look forward to in 2009?

Health Care Reform Law. Nearly two years into the Health Care Reform Law, there have been many changes. The minimum creditable coverage requirement went into effect in January 2009. Therefore, all plans must meet a “minimum” coverage platform to be compliant with the Health Care Reform Law, which also requires businesses to complete the Health Insurance Reporting Documents (HIRD)/Fair Share process on a quarterly basis instead of annually, as was seen in the past.

The Commonwealth Connector, with MDS Insurance Services Inc. (MDSIS), as a pilot program participant, is rolling out

a group health insurance product platform that promises even greater flexibility for businesses. New plan options include low-cost prescription drug plans and lower health insurance plan options. Businesses and individuals alike will now have more options as to the plan design, carrier, and premium they select.

Health Savings Accounts (HSAs). As in the past few years, premiums remain on the rise. Many of you downgraded your insurance plans when you began approaching the deductible mountain. With health savings accounts (HSAs), the pain of taking the step to implement a deductible-based plan can be eased. Pricing has improved over the past few years to the point that HSAs are a more viable option. Renewals have been, on average, in the single-digit range with much more user flexibility. The government has increased the deductible funding limits for 2009, which makes

HSAs even more attractive as many dental offices renew their plans in the next year. It is expected that HSAs will become much more a part of the renewal/new business equation in 2009.

Health Insurance Renewals. The initial rumor is that renewals are going to be in the 9-to-14-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 us with any additions, deletions, or changes to your plan, as any change can and will affect the rates at renewal. MDSIS will also run alternatives to your current plan upon request at any time. Simply call or email our offices to initiate the process. Finally, if you do not work with MDSIS, now is the time to switch.

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



Five Ideas for Staying Sane in a Crazy Market

A key part of managing your money is managing your emotions, particularly when the stock market is going through a period of uncertainty. Being able to keep your cool is one of the most valuable skills you can have as an investor.

1. Stay on Course by Continuing to Save

Even if the value of your holdings fluctuates, regularly adding to an account that's designed for a long-term goal may cushion the emotional impact of market swings. If losses are offset even in part by new savings, the bottom-line number on your statement might not be quite so discouraging.

If you're using dollar-cost averaging—investing a specific amount regularly regardless of fluctuating price levels—you may be getting a bargain by buying when prices are down.

However, dollar-cost averaging can't guarantee a profit or protect against a loss, and you should consider your financial ability to continue purchases through periods of low price levels.

2. Stick with Your Game Plan

Solid asset allocation is the basis of sound investing. One of the reasons a diversified portfolio is so important is that strong performance of some investments may help offset poor performance by others. Even with an appropriate asset allocation, some parts of a portfolio may struggle at any given time. Diversification can't guarantee a profit or protect against a loss, but it can help you balance risks.

3. Look in the Rearview Mirror

If you're investing long-term, sometimes it helps to take a look back and see how far you've come. If your portfolio is down, it can be easy to forget

any progress you may already have made over the years, though past performance is no guarantee of future returns.

Think about what you made a specific investment in in the first place. That can help you determine if it still deserves a place in your investing strategy. Understanding how a specific holding fits into your portfolio also can help you consider whether a lower price might actually represent a buying opportunity. If you don't know an investment's purpose in your overall strategy, now's the time to find out.

4. Remember Everything Is Relative

Most of the variance in the returns of different portfolios is generally attributable to their asset allocations. If you've got a well-diversified portfolio, it could be useful to compare its overall performance to relevant benchmarks. If you find that your in-

vestments are at least matching those benchmarks, the realization might help you feel better about your overall strategy.

5. Remind Yourself That Nothing Lasts Forever

Ups and downs are normal for the stock market. If you regret not selling at a market peak or you missed a bargain, remember that you're likely to have other opportunities at some point. Predetermined guidelines for buying and selling can prevent emotion from dictating investment decisions.

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MDS Foundation

MDS Foundation Receives Two Grants for MAC Van Programs

The MDS Foundation was recently awarded two grants to help it continue its mission of providing access to care to those residents of Massachusetts who need it most. Boston Scientific awarded the MDS Foundation Mobile Access to Care (MAC) Van Program a \$15,000 grant to help fund a pilot program to provide oral care to senior citizens in nursing homes and selected senior centers across the state. This pilot program, which will feature oral cancer screenings and dental exams, is launching in January 2009 at a Natick senior center. The goal of the program is to provide treatment once a month in locations to be determined. The Foundation would like to thank MDS member and former MDS Treasurer James Thiel, DDS, for his assistance in acquiring this grant.

Additionally, the Foundation of the Pierre Fauchard Academy awarded the MDS Foundation a \$10,000 grant to



support the operating needs of the MAC Van. Last year, Pierre Fauchard awarded the MDS Foundation a \$5,500 grant for the MAC Van. The MDS Foundation would like to thank MDS member and Pierre Fauchard Board member Norman Becker, DDS, for his assistance with this grant and for his unflagging support of the MAC Van.

The MDS Foundation is continuing to seek additional support for the MAC Van program, so if you are aware of another organization that would be interested in supporting the MAC Van initiatives, please contact Ellen Factor or Bernice Steisel at (800) 342-8747.

MAC Van Success (February 2007–November 2008)

Children Treated	3,414
Value of Free Services Provided	\$679,314
Value of Professional Time Donated	\$231,411
Number of Volunteers	458
Number of Unique Locations Visited	83

Help Us Make a Difference

Since its launch in February 2007, the MDS Foundation Mobile Access to Care (MAC) Van Program has provided free dental care to more than 3,400 underserved children across the state. We should all feel proud of this accomplishment, but we must also recognize that there is still more work to be done. Our goal is to provide access to care for underserved children throughout Massachusetts and, when possible, extend our program to other underserved groups.

With your continued support we can:

- Expand the MAC Van program so that we can see more children and help them find a “dental home,” a dental office where they can go to continue to receive treatment once the MAC Van leaves their community.
- Partner with community-based centers to provide oral health care and oral cancer screenings, train caregivers to help their patients and loved ones maintain oral health, and protect our seniors from dental disease.
- Partner with and support programs that promote oral health education and the prevention of dental disease.

Please help us to improve access to care by making a contribution to the MDS Foundation. You may donate online at www.mdsfoundation.org/giving or by contacting Bernice Steisel at (800) 342-8747, ext. 207, or bsteisel@massdental.org.



Save the Date to Tee Up

Mark your calendars for
Monday, June 29, 2009,
for the **8th Annual
MDS Foundation
Golf Tournament.**

This year's event
is being held at
Turner Hill in
Ipswich.



For more information, visit
www.mdsfoundation.org/events.



SAVE THE DATES FOR 2009 CLASSES

ADAC•E•R•P
CONTINUING EDUCATION RECOGNITION PROGRAM

The Massachusetts Dental Society
is an ADA CERP recognized provider.

➤ Back by Popular Demand

Two New Pathways for Dental Assistant Education

CERTIFICATE OF COMPLETION IN BASIC DENTAL ASSISTING

B109 \$1,500 MDS Auxiliary Member

Date: March 31–April 18, 2009

Time: Tuesdays, 5:30 - 8:30 p.m.; Saturdays, 8:00 a.m. - 2:00 p.m.

This course is a combination of didactic and hands-on classes and is especially beneficial to newly hired dental assistants who have yet to receive adequate training. This affordable course also benefits dental practices by helping new employees gain necessary skills and knowledge.

Learning Objective:

- Obtain a solid foundation of the requisite skills for entry-level dental assistants with less than one year of experience.

Limited Capacity! Only 15 Students

CERTIFICATE OF COMPLETION IN ADVANCED DENTAL ASSISTING

A109 \$1,020 MDS Auxiliary Member

Date: March 3–March 21, 2009

Time: Tuesdays, 5:30 - 8:30 p.m.; Saturdays, 8:00 a.m. - 2:00 p.m.

This course is a blend of academic and hands-on coursework. Through several evening and weekend classes, graduates will learn the necessary qualifications for performance at an advanced level.

Learning Objective:

- Elevate skill and knowledge for dental assistants who have one year or more of experience in OJT-level dental assisting.

Limited Capacity! Only 10 students

➤ New Lecture

THE ECONOMY & HOW IT AFFECTS LENDING TO DENTISTS

320 \$15 MDS Dentist Member/MDS Auxiliary Member

320A \$70 Non-MDS Member

CEUs: 3

Date: Friday, March 20, 2009

Time: Registration: 8:00 a.m.; Seminar: 8:30 a.m. - 11:30 a.m.

Speakers: **Joseph Persichetti** and **Jeff Hoepf**, regional managers, Bank of America Practice Solutions.

Larry Rosen, CPA, senior partner, Rosen and Associates.

Nancy Blumenthal, president, Summit Dental Partners.

How is the dental practice being affected by today's current economic situation? This course will go over what today's economy means for your dental practice and ways to increase and enhance your practice.

Learning Objectives:

- Learn how today's finance companies look at dental practices in regard to financing start-ups, acquiring a practice, and other financing needs.
- Understand which tax laws might have changed or will be changed that will affect your practice.
- Find out how your practice compares to other practices.
- Learn how you can change your practice's efficiencies to help increase sales and profitability.

Recommended Audience: D S

VISIT www.massdental.org for more class listings.
Save \$5 when you register online.

KEY FOR RECOMMENDED AUDIENCES

Dentists/Dental Students	D
Dental Assistants	A
Dental Hygienists	C
Spouses	S

➤ Yankee Dental Congress Hands-On Favorite

PERFECT ALGINATES FROM A TO Z AND MORE

325 \$170 MDS Dentist Member/MDS Auxiliary Member

325A \$300 Non-MDS Member

CEUs: 6

Date: Wednesday, March 25, 2009

Time: Registration: 4:30 p.m.; Seminar: 5:00 - 8:00 p.m.

Speakers: **Ellen Gambardella, CDA**, dental assisting director, Minuteman School of Applied Arts and Sciences.

Rita Johnson, RDH, cofounder of Dynamic Dental Seminars & Consulting Services.

Alginate impressions are needed in the preparation of whitening trays, mouthguards, nightguards, matrices for provisionals, and diagnostic study casts. Gain experience on mannequins by taking maxillary and mandibular alginate impressions. This course will focus on the use of chromatic agents and their benefits, as well as patient management, guidelines for infection control, and hints for maximizing office efficiency.

Learning Objectives:

- Review chromatic agent advantages.
- Assess tray selections, including triple trays, leading, and seating.
- Learn hints for maximizing anatomical structures.
- Review techniques for latex-sensitive patients and operators.
- Learn alternative methods for mixing.

Recommended Audience: A H

➤ New Hands-On

THE ESSENTIALS OF ENDODONTICS: UNDERSTAND AND UTILIZE EVIDENCE-BASED CONCEPTS TO MAXIMIZE YOUR CLINICAL SUCCESS

327 \$250 MDS Dentist Member/MDS Auxiliary Member

327A \$375 Non-MDS Member

CEUs: 12

Date: Friday, March 27, 2009

Time: Registration: 8:00 a.m.; Seminar: 8:30 a.m. - 3:30 p.m., light lunch included

Speaker: **Thomas Jovicich, DMD**, lecturer on practical endodontics who maintains a clinical lab that hosts dentists seeking to advance their endodontic skills.

This is a multimedia presentation with extensive hands-on components to facilitate this incorporation of proven predictable techniques into everyday patient care.

Learning Objectives:

- Learn how to utilize rotary nickel-titanium files safely and efficiently.
- Maximize the quality of canal preparation.
- Understand biological concepts in canal irrigation and develop techniques for clinical implementation.
- Recognize the impact of the latest obturation materials and equipment.
- Increase predictability for endodontic success.

Limited Capacity!

Recommended Audience: D

Thanks to Henry Schein for its support.

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DENTAL

➤ Hands-On / Sold Out at Yankee!

SEALANTS: PRESCRIPTION FOR PREVENTION

331 \$170 MDS Dentist Member/MDS Auxiliary Member

331A \$300 Non-MDS Member

CEUs: 6

Date: Tuesday, March 31, 2009

Time: Registration: 4:30 p.m.; Seminar: 5:00 - 8:00 p.m.

Speaker: **Dorothy Vannah, RDH**, professor, department of dental assisting, Northern Essex Community College.

Attendees will review current literature, research, clinical indications and recommendations, diverse products and materials, and the varying application methods when placing pit and fissure dental sealants. The hands-on component will consist of exposure to various materials and techniques available in today's market to aid in the placement process, as well as manipulation of sealant materials on both extracted and plastic teeth, which can then be used for patient education in the dental setting.

Learning Objectives:

- Understand the differences between sealant materials.
- Discover which materials are most appropriate for individual patient use.
- Learn to place dental sealants with a variety of methods.

Recommended Audience: D A H



Public Awareness

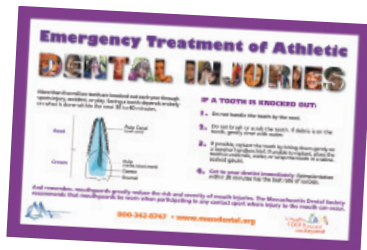


Want to Help Your Patients *Grin and Wear It*®?

As many winter school sports are in full swing, we'd like to remind you about an important Massachusetts Dental Society oral health program: *Grin and Wear It*. The *Grin and Wear It* Program stresses to student-athletes the importance of mouthguards in helping to prevent orofacial injuries; explains the different types of mouthguards available; and provides tips on what to do in the event of an athletic dental emergency.

The MDS has developed materials such as informational brochures and antibacterial wipes for student-athletes to use to limit the spread of hand-to-mouthguard germs. Posters on how to handle dental injuries are also available.

If you are giving a classroom presentation, wish to display these materials in your office, or would like more information on how you can become a provider of reduced-cost mouthguards to your community, please contact Community Relations Coordinator Bethann Dacey at bdacey@massdental.org or (800) 342-8747, ext. 253.



Oral Health Is Overall Health Brochure Back by Popular Demand

It is said that the eyes are the window to a person's soul, but as dental professionals, you know that a patient's oral health is the window to his or her overall health. *Oral Health Is Overall Health*, a brochure the MDS created and distributed in late 2007 to such popular demand that our supply was exhausted, has recently been reprinted.

Focusing on the relationship between oral health and such physiological health concerns as diabetes, heart disease, stroke, and osteoporosis, *Oral Health Is Overall Health* is a great way to remind your patients about the role oral hygiene plays in their overall well-being.

If you would like copies of this brochure to display in your office, you can request copies by filling out the online form at www.massdental.org/mcaap.



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Important Billing Update for Orthodontists

By Barry Major, Contract Director, Doral Dental

Attention MassHealth Orthodontists,



I wanted to reach out to all of you and let you know of some recent developments in orthodontic billing for MassHealth. Currently, if you have an approved authorization for comprehensive orthodontic treatment, Doral will reimburse your quarterly adjustments once every 90 days. For example, if you submitted a claim for D8670 with a date of service of September 9, 2008, then you would not be able to submit your next claim for D8670 with a date of service prior to December 9, 2008. Doral knows that this causes several problems for providers who are billing for patients who were eligible on a date of service within that quarter, but not eligible on the date of service that was billed.

Providers have been trying to handle this in one of the following ways:

- The provider will bill using the last date of service that the member was eligible. This causes the claim to be denied due to “maximum count per period” because the system recognizes that it hasn’t been 90 days since the last paid date of service; or
- The provider will bill using a date of service that meets the maximum count requirements (December 9, 2008, in this example), but the claim will be denied due to “patient ineligible.”

Although this is a rare occurrence, under these circumstances the claim will be systematically denied either way you submit it. For the time being, you’ll need to contact me at (617) 886-1310 or blmajor@doralusa.com to review these cases and authorize them to be paid. We are currently working with MassHealth to determine various changes to orthodontic billing. With the help of our newly formed Orthodontic Advisory Subcommittee, I’m sure we’ll develop a solution that suits all of our needs and complies with the regulations of the Commonwealth. You will receive a communication when and if there are any changes going forward.

Sincerely,

Barry Major



Dentist Health and Wellness Committee

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24-Hour Helpline: (800) 468-2004

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- ▲ Behavioral or Mental Health
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Web site www.cdad.org • Confidential correspondence: CDAD, P.O. Box 716, Andover, MA 01810

GUEST BOARD MEMBER SPOTLIGHT

Scott Lightfoot, DDS, MS



Since 2006, the Guest Board Member Program has been providing an avenue for MDS members to participate at the highest level of leadership. For a term of one year, Guest Board Members attend all MDS Board of Trustees meetings, where they participate in a nonvoting capacity. But what is the experience like for its participants? We contacted the 2008 Guest Board Members to find out, and in this issue we speak to Scott Lightfoot, DDS, MS, a periodontist who practices in Milton.



How do you rate your experience thus far?

My experience during the first three meetings, as well as the Board Retreat, has been positive. All of

the Board members have been very receptive to input from the Guest Board Members. I feel that I have been able to make a small yet important impact with my presence at the meetings.

What is your biggest takeaway from the program?

What I have realized is the immense amount of work that the Board and MDS staff do to improve dentistry in the state. I admit that I had no idea how much the MDS does—and has done—to improve dentistry in Massachusetts. I have heard dentists say that “the cost of membership [in the MDS] is a bargain.” If you take into account the amount of effort you get on your behalf for your membership dollars, this is certainly true.

Do you plan to become more active in organized dentistry?

As a result of this experience, I plan to continue to help organized dentistry at many levels.

To learn more about the Guest Board Member Program or to be considered for the program in the future, please contact your District Trustee. If you don’t know who your District Trustee is, visit www.massdental.org/district.



To advertise in the MDS CONNECTION, contact Jessica Robinson, MDS advertising coordinator, at (508) 449-6076, for a classified ad contract, or visit the MDS Web site at www.massdental.org and submit an ad online. Payment in advance, covering the number of insertions, is required.

30 words or less (per insertion).....\$40
40¢ each additional word

MDS Box\$15 extra

Immediate Web posting\$15 extra

Upon publication, all classified advertisements are posted on the MDS Web site at www.massdental.org.

Reply to a classified advertisement by addressing the envelope to: MDS CONNECTION Classified Box

Two Willow Street, Suite 200
Southborough, MA 01745.

Although the Massachusetts Dental Society believes that advertisements published in the MDS CONNECTION are from reputable sources, the Society neither investigates the offers made nor assumes responsibility for them. The MDS reserves the right to decline and/or withdraw advertisements at its discretion.

Deadline for Ad Published

February 15 March-April

April 15 May-June

June 15 July-August

August 15 September-October

October 15 November-December

December 15 January-February

For the most current MDS Classified listings, please visit www.massdental.org/publications/classified-ads.

EQUIPMENT TO BUY OR SELL

CEREC 3-D for sale. Two years old, acquired with practice purchase. Fully updated. Includes milling unit cabinet and all supplies. Priced to sell at \$40K (invoice \$110K). Call (978) 771-2638 or email jpstclair@comcast.net. First come, first served.

ONE PC Laser 1000 pan/ceph X-ray machine. One AT/2000 automatic processor with replenisher. One Rinn X-ray duplicating machine. All three items for \$5,000. Call Maryjane Linscott at (603) 882-2101.

DESIGN FOR VISION LOUPES. 2.5 Plano lens (20/20 vision). Distance PD=60/near PD=75/far working distance=19". Frame 062 chocolate. Never used. Paid \$1,200, selling for \$750/BQ. Contact Nick at dmickz1@comcast.net or (617) 797-1966.

PANOURA 10SU takes perfect panoramic X-rays, will pay for itself in less than four months. Price: \$8,800. Gendex GXP processor and developer unit in great working condition. Price \$1,800. Eight Midwest tradition high-speed handpieces. Price: \$180 each. Call Julia at (617) 523-4444.

ORTHO EQUIPMENT. Great for satellite office: Wehmer swing-arm Cephal, two Dextra ortho chairs plus stools, two compressors, welder, etc. Some supplies. Very affordable. Please call (508) 333-3340 evenings.

DIGITAL PANORAMIC X-RAY unit for sale. Panoramic Corporation unit converted with Dexis digital about four years ago. Excellent working condition. \$8K. Call Dr. George Vassos at (413) 786-2342 or email vassos5@aol.com.

FOR SALE—Three operatories of ADEC dental chairs and furniture, two Planmeca Prostyle X-ray heads, Triangle sterilization center, Miele G7781 disinfectant, Ramvac Bulldog QT combo 2 dry vac system, Matrix Airmax compressor AMD-100-2. Call (781) 259-8520.

OPPORTUNITIES AVAILABLE

CLINICAL DIRECTOR—TUFTS DENTAL FACILITIES. Tufts Dental Facilities (TDF) is seeking a full-time clinic director at the largest of its eight outpatient sites, located in Waltham. The TDF program has provided comprehensive oral health care to developmentally disabled individuals in Massachusetts at its clinical sites and affiliated hospitals for more than 30 years. It is integrated with the Tufts University School of Dental Medicine General Practice Residency training program, and serves as a venue for training fourth-year dental students, dental hygienists, and dental assistants. This nine-chair facility has full-time administrative, hygiene, and assisting support. Applicants must have: genuine

interest in interacting with special needs patients; DMD/DDS from an ADA-accredited institution; GPR or equivalent training that would allow for hospital dental credentialing; current Massachusetts license or eligibility for licensure; minimum of 1–3 years of clinical experience beyond residency training is preferred. Responsibilities include direct outpatient clinical care (including IV and oral sedation), care in the operating room setting, clinical administration of a large dental office, interaction with and mentoring general practice residents, fourth-year dental students, and the TDF team as a whole. Academic rank and salary are commensurate with qualifications and experience. Tufts University is an equal opportunity employer. Contact our office at (781) 899-6020 or email darren.drag@tufts.edu.

BOSTON UNIVERSITY GOLDMAN SCHOOL OF DENTAL MEDICINE invites applications and nominations for a full-time position as the Herbert Schilder Chair in Endodontics and Program Director of the Advanced Education Program in Endodontics at the rank of associate professor or professor. For more information, visit www.bumc.bu.edu/medapp/endochair.

NEWTON—Experienced orthodontist wanted for established group practice. Flexible schedule, prefer two days/week. Potential for partnership. Please forward your resume to ptnrsoralhealth@gmail.com.

GENERAL DENTIST—Needed for large family dental practice that concentrates on personal patient care, with a great working environment and staff. Call (978) 535-3800 or fax resumes to (978) 535-1718.

BACK BAY dental practice looking for caring, enthusiastic periodontist one day/week. Great long-term opportunity. Dentaloffice36@yahoo.com.

DO YOU HAVE strong surgical and rotary endodontic skills? Amoskeag Urgent Dental Care in Manchester, NH, needs you. We are seeking a general dentist who is proficient in endodontics and oral surgery. Minimum five years' experience and/or GPR. Starting salary \$200K inclusive of all benefits. Monday, Tuesday, Friday, and Saturday. Please email your resume and credentials to amoskeagurgentdentalcare@yahoo.com or fax to (603) 627-2283.

GREAT CAREER opportunity for articulate, ethical general dentist to join our respected 22-year-old, multispecialty practice. General practice residency required. Recently expanded state-of-the-art facility in upscale community. Twenty minutes north of MA border. All inquiries strictly confidential. Please contact Dr. Spilagounias at (603) 627-8890 or info@linnerdental.com, attn: Dr. Spilagounias.

LARGE MULTISPECIALTY group practice located southwest of Boston seeks full-time associate. One to two years' experience or GP residency preferred. Partnership opportunity available soon for the right person. A great chance to grow professionally. Please contact MDS Box 1208.

DISABLED DENTIST needs part-time general dentist one day per week or more. Busy, urban practice. Call (617) 524-7860 from 8:00 a.m. to 12 noon.

ASSOCIATE OR PARTNER NEEDED for well-established general dental practice in Fort Fairfield, ME. Great team to work with includes three hygienists. Six operatories. Great place to live, raise a family, and enjoy hunting, fishing, skiing. Please email singhpanesar@hotmail.com.

DENTIST—Private practice opportunity servicing nursing homes. Unlimited potential, no fee sharing, patients provided, create your own schedule, begin part-time. Inquire by fax (617) 471-4878 or email transcaremobilehealthservice@gmail.com.

BUSY NONPROFIT children's dental clinic in Gloucester is looking for a general dentist with pediatric experience. Please send resume to ymarsh@ci.gloucester.ma.us or call Gloucester Dental Health Center at (978) 281-5885.

KOOL SMILES opportunities in: Springfield, Holyoke, New Bedford, and Fall River. Kool Smiles is currently looking for FT general and pediatric dentists to join us in various locations across the country. Kool Smiles has locations in AR, AZ, DC, GA, IN, KS, KY, MA, MD, MS, SC, TX, and VA. Our offices are brand-new and equipped with state-of-the-art technology such as digital X-rays and electronic dental records. Hands-on training provided by pediatric dentists. Kool Smiles offers: \$100K–120K base compensation for new graduates (based on 32- or 40-hour work week), experienced dentists' salary is negotiable. Kool Smiles now offers a company-matched wealth management program—earning you over \$1 million during the course of your career at Kool Smiles. We also offer bonus potential up to \$70K, health insurance, dental insurance, paid malpractice insurance, paid vacations, paid holidays, continuing education, paid long-term/short-term disability, and much more. The ideal dentist will enjoy working with kids. For a fun and rewarding place to work, please visit our Web site at www.koolsmilespc.com/careers/dentists.html.

SEEKING DENTAL ASSOCIATE for busy, established, state-of-the-art general dental practice. Come join our team of caring professionals. Send resume to Dr. Atkinson, 69 Bridge Street, Northampton, MA 01060, attention: Darlene, or fax to (413) 584-5835.

DENTAL DIRECTOR—Harbor Health Services, Inc. is seeking a dental director for our dental clinic located at the Geiger Gibson Community Health Center. The dental director duties include management of dental staff, coordination of patient care with medical departments, development and implementation of dental policies and procedures, coordination and management of regulatory agencies and establishment, and maintenance of student placement programs with accredited dental colleges. The dental director is also responsible for providing direct dental care for outpatients by diagnosing and treating diseases, injuries, and malformations of the teeth and gums. Qualifications: DMD/DDS, minimum of three years' experience in a dental practice, demonstrated abilities in supervising/managing other dentists, hygienists, and assistants, bilingual English/Spanish a plus. Offered with a comprehensive benefits package, FTCA malpractice insurance coverage. Please mail resume to Harbor Health Services, Inc., 50 Redfield Street, Suite 302, Dorchester, MA 02122. Fax to (617) 506-5164 or email to jtranford@hhsi.us. For more information, please call (617) 506-5160, ext. 402. Equal Opportunity Employer.

DENTAL CONSULTANT, bookkeeper, billing person needed. Confidential—speak to doctor only. Call (617) 524-7860 from 8:00 a.m. to 12 noon.

OPPORTUNITIES WANTED

EXPERIENCED PERIODONTIST seeking one to two days/week in fee-for-service period, GP, or multispecialty practice. Proficient in all phases of surgical, nonsurgical therapies and implant site preparation/placement. Excellent clinical and interpersonal skills. Please email lovegums@yahoo.com.

PERIODONTIST, board-certified with many years of experience in periodontics and implant dentistry, seeks a position one day/week in a progressive group practice south of Boston. Reply to implantdoc1@gmail.com.

PRACTICES AND OFFICES FOR SALE OR RENT

EXCELLENT OPPORTUNITY to lease dental office space located in a residential/business area on the ground floor of our professional building at 530-540 VFW Parkway, West Roxbury, MA. The space consists of approximately 1,100 sq. ft. and can be expanded to 1,600 sq. ft. It has a large waiting room and business office, four operatories, X-ray room, large sterilization and lab room, and a private bathroom in the office itself as well as a public bathroom in the hall. Just 21 months ago, the past dentist (who had been there for more than 12 years) completed a major renovation of the space; but he has just bought an office condo and has moved his practice over there. He has left all his recently purchased cabinetry and plumbing fixtures in place and is willing to answer any general questions about his past occupancy. Our building has plenty of off-street and on-street parking, and is 100 feet away from the mass transit line that runs from Cleveland Circle Station to Forest Hills Station. For more information, please call (617) 323-4525 or (617) 323-3110.

A GREAT OPPORTUNITY to lease a dental suite in northern Rhode Island. An active, successful practice for over 40 years. Four operatories, 1,800 sq. ft. Large waiting room. Available now. Also available is a smaller dental office. Ideal as a satellite office. Walk-in condition. Available now. Please call (401) 658-1257 or (401) 829-6283.

NEW ENGLAND PRACTICE TRANSITIONS—North Shore: Established general dental practice in great location, three operatories currently used and two more plumbed, room to grow, gross \$480K, office condo for lease with option to purchase. Salem: Associate/buy-in opportunity. Canton: Two operatories with room to expand, gross \$272K, real estate available. North Shore: Gross \$421K, three operatories. Cape Cod: Quint office, gross \$327K, three operatories, real estate available. East Hampton: Partnership opportunity in very busy, active practice, tons of patients and room to grow. A brokerage firm founded by dentists. Call (888) 888-6506 or www.newenglandpracticetransitions.com.

GREAT OPPORTUNITY to own a dental office that has been located in Malden for more than 60 years. Four operatories, lab, oversized waiting room, large front and back offices, two lavatories. Plus a bonus of two residential rentals with separate entrances. Please contact June DeFeo of ERA Andrew at (617) 548-3197.

LYNN DENTAL OFFICE FOR SALE—\$279K. Good visibility, two dental stations, nice waiting room, lab in basement, nice second-floor apartment. Present owner may like to rent back for a few days. Please contact Anne Carpenter, Annmarie Jonah Realtors. (617) 240-5573.

SOUTH BOSTON ORTHO PRACTICE FOR SALE—Extremely low cost: \$95K. Excellent location. Lots of goodwill. Thirty seven years in practice. Retiring. Three chairs. Active patients completed. Please call (617) 731-6646 or email njsortho@aol.com.



JIM KASPER ASSOCIATES, LLC. Since 1981. Appraisals and sales of professional practices in New England and New York state. Introducing our eastern Massachusetts sales team of Dr. Bob Watson and Jason Anderson here to serve you. Call (603) 355-2260. Visit us at Yankee Booths 425 and 426 or visit www.jimkasper.com.

THREE-OPERATORY DENTAL PRACTICE in Harvard, MA. Two miles from both 495 and Route 2. Outstanding school system right next door. Affluent town. RE sale to follow. Call (978) 456-8737.

ONE TO TWO OPERATORIES, two to three days/week available for rent in a state-of-the-art dental office in a great Boston neighborhood. Terrific opportunity for a dentist to avoid spending money to open a new office. Call (617) 939-4883.

RENT OFFICE part-time in Wellesley Hills restorative office. Fully equipped state-of-the-art office with plenty of parking. Call (857) 636-0058.

BACK BAY DENTAL OFFICE for lease, fully equipped, 1,500 sq. ft. Six-chair dental office for rent in best location in Boston's Back Bay. Located in a premier concierge building. Plenty of parking on street or in attached garage. Please respond via email to miznerjim@msn.com.

ORLEANS, CAPE COD, five-chair specialty office in new professional building on 6A at Exit 12 Mid Cape Highway. Looking for dental specialists, except orthodontist, to rent entire office one or two days a week. Please call (508) 771-1415 or email johnpa@capecodbraces.com.

OFFICE SPACE in Lincoln, MA. Beautifully designed office, three operatories, ADEC equipment, professional building, ample free parking. Please call (781) 259-8520.

NEWTON CENTER dental office available for sublease three days per week. Ideal for satellite or small relocating practice. If interested, please call (978) 263-1313.

TEWKSBURY DENTAL PRACTICE for sale. Established office for 48 years. Four operatories, lab, dark room, private office. Gross over \$280K and high net. Retiring ASAP. Real estate also for sale. Please call (978) 851-7112 or (978) 851-7198 for more information.

DENTAL CONDO located within 10 miles of Boston, only one block off a major highway. 1,000 sq. ft., four plumbed operatories, two fully equipped for endodontics. If an endodontist buys this space at fair-market value, he/she can purchase the equipment and practice drastically discounted from normal practice valuations. Contact MDS Box 1205.

GENERAL PRACTICE FOR SALE. Long-established family practice in busy business/residential area in Boston/Dorchester. Well-balanced, multi-ethnic patient pool with low overhead and high net. A lot of potential to increase productivity. Current owner relocating. For more information, please email frank.shin@tufts.edu or call (978) 758-9487.

SERVICES

SELLERS—Doctors, if you are thinking about transitioning your dental practice and would like a profes-

sional appraisal, we would be pleased to provide this for you. In business for 15 years, we have a reputation for operating with integrity and discretion. Professional Dental Placements and Practice Transitions continues to provide quality dental personnel: associates, hygienists, assistants, office managers, and front desk personnel. Please contact Dr. Mel or Barbara R. Leventhal at (781) 784-7393 or email pdpdmd@aol.com.

BUYERS—Are you an associate interested in new opportunities? If you would like to buy your own dental practice, we can help you through the process of finding and financing the right practice for you. Please contact Dr. Mel or Barbara R. Leventhal, Professional Dental Placements and Practice Transitions at (781) 784-7393 or email pdpdmd@aol.com.

CEREC OWNERS—Try E.Max with our "You Design, We Mill It" service. Fast, simple way to try E.Max without investment in oven/materials. \$85 per unit ppd (U.S.). Visit www.mobileteklabs.com/udesignwemill. Contact (888) 342-0539 or david@mobileteklabs.com.

MASSHEALTH BILLING EXPERT will collect all unpaid MassHealth payments up to one year from date of service. PA submissions, denials, and staff training also available. 30 years' experience—get the money you deserve! Call Amy Wetter at (617) 429-3178.

DENTMATIX.COM offers specialized IT support to dental offices throughout Massachusetts. We offer system integration, network solutions, dentrix, data management installation and support, VPN, remote access and backup, security, and hardware and soft-

ware solutions. Onsite and remote troubleshooting and support. Email us at info@dentmatix.com. For emergency service call (617) 312-2828.

BUYERS—We offer more than 25 years of dental experience in the Greater Boston area to provide you with confidential professional advice to help you locate and finance the proper practice for you—the buyer. We will guide you and the seller through the entire process, helping to structure a transition that makes sense. Because a practice worth buying should not have to be advertised, we have never had to advertise a practice. We make every attempt to show you only those practices that may be of interest to you, and all fees are paid by the seller. Please contact Arthur B. Gordon and Northeast Dental Counseling, Ltd. at (978) 774-2400, fax (978) 750-1444, or email arthur@thedentalbroker.com.

SELLERS—If you are considering the sale of your dental practice, we offer more than 25 years of dental experience to provide you confidential, expert advice. We work closely with you, the buyer, and your professional advisors helping to mediate a transition that makes good common sense while keeping professional fees as reasonable as possible. We take pride in the fact that we have never had to advertise a practice in order to sell it. We have sold some of the premier practices in the Greater Boston area and we look forward to helping you. Please contact Arthur B. Gordon, Northeast Dental Counseling, Ltd. at (978) 774-2400, fax (978) 750-1444, or email arthur@thedentalbroker.com.

Board of Trustees Update

Highlights from the November 5, 2008, Board of Trustees meeting.

- MDS President **Dr. Milton Glicksman** appointed East Middlesex District Trustee **Lisa Vouras, DMD**, as Board liaison to the Council on Membership and Wachusett District Trustee **Stephen Shea, DDS**, as Board liaison to the Council on Dental Education. Dr. Vouras was recently appointed to represent the First District on the ADA's Council on Membership.
- The Board approved the following five bills, recommended by the Council on Public Affairs, for the MDS 2009–2010 Legislative Agenda: Volunteer Dental License Bill (refile); Omnibus Oral Health Bill (refile); Mandatory Dental Examination for Students Entering School; Mouthguard Bill; and Child Anesthesia Bill.
- The Board of Trustees approved two proposed resolutions: "Eliminating Board of Trustees Members from Eligibility for Membership in MDS Councils and Council Chair Positions" and "Proposal for Yankee Dental Congress Oversight Committee." The latter resolution calls for replacing the Yankee Steering Committee with the new committee. Both resolutions will be presented to the 2009 MDS House of Delegates in May.



Dr. Lisa Vouras

- President Glicksman appointed the following members to serve on the Yankee Dental Congress Oversight Committee, contingent on the 2009 MDS House of Delegates passing the resolution: Initial terms: (one year) **Drs. John Herzog, John Pietrasik, and Kevin Toomey**; (two years) **Drs. Steven Tonelli, Thomas Torrisi, and Tina Wang**; (three years) **Drs. Mary DeMello, Francis McCarthy, and John Carl McManama**. In the interim, these individuals will be added to the Yankee Futures Group.
- 2008 Leadership Institute graduates **Drs. Benjamin Falk and Joy Kasparian-Federico** addressed the Board on the success of the Leadership Institute Program. The Board approved a request for up to \$12,000 to implement a multipronged volunteer action plan that will include a presence at Yankee Dental Congress, a brochure, and expenses to research technology for facilitating remote meetings.
- The Board voted to form a Technology Task Force, whose first assignment will be to assess the steps to a "paperless Board," with a trial run scheduled for the March 2009 Board of Trustees meeting.
- EDIC Trustee Director **Dr. John Fisher** announced that EDIC and EDIA will be looking for new directors in May 2009.

DID YOU KNOW that in 2008, more than 4,200 CEUs were earned at continuing education courses offered by the MDS Yankee Institute?



What is your favorite procedure to perform?



Joy Kasparian-Federico, DMD
Medford

“My assistants would say that I like doing traumas because they are uncommon for me being an orthodontist. But I would say debanding braces on a case I’ve worked two years on.”



Mario Abdenmour, DMD
North Andover

“Surgical endodontics.”



Benjamin Falk, DDS
Florence

“Implant surgery. I like surgical aspects, and I like the fact that it’s efficient. Sometimes I can do an implant faster than I can do a three-surface filling. Most patients are like “That’s it? It’s done already? It didn’t hurt. I was all nervous and it’s nothing!”

MDS Obtains Hearing Before the Division of Insurance

After more than three years of review, study, and research, the MDS Delta Dental Action Task Force completed its work and directed its attorneys to file a petition with the Division of Insurance (DOI) requesting a hearing on Delta Dental’s methodologies for determining the fees paid to dentists.

The 12-page petition was submitted to the DOI in August. In October, the MDS was notified that the hearing had been granted. A prehearing conference was scheduled for November 18 and the actual hearing date was slated for December 18, 2008.

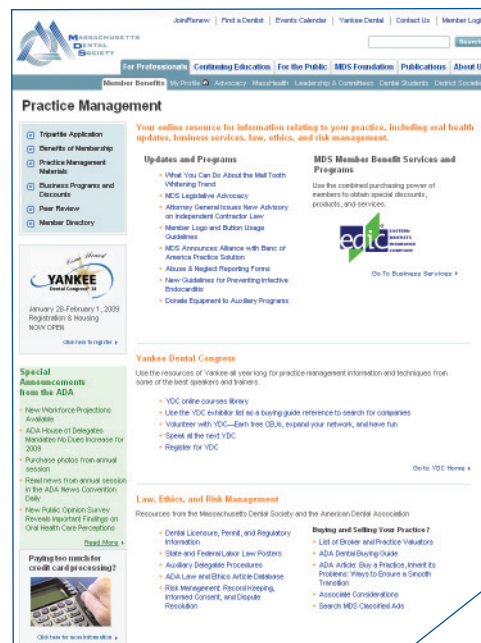


The MDS and other selected witnesses provided detailed testimony at the hearing. Delta representatives also provided testimony. The MDS is uncertain of when the DOI will issue a final decision on this issue, but it expects a ruling sometime in the first quarter of 2009. We will notify MDS members when a ruling has been determined.

Featured on the Web

Here is a sampling of just some of the interesting items that can be found in the **For Professionals** section at www.massdental.org:

- The Massachusetts Attorney General’s new advisory on the Independent Contractor Law
- A review of MassHealth reimbursement rates
- Omnibus Oral Health Bill FAQ
- Money-saving offers from Verizon Wireless and T-Mobile
- Information on filing complaints about the mall tooth whitening trend



Massachusetts Dental Society

Two Willow Street, Suite 200, Southborough, MA 01745-1027
(508) 480-9797 • (800) 342-8747 • Fax (508) 480-0002
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