

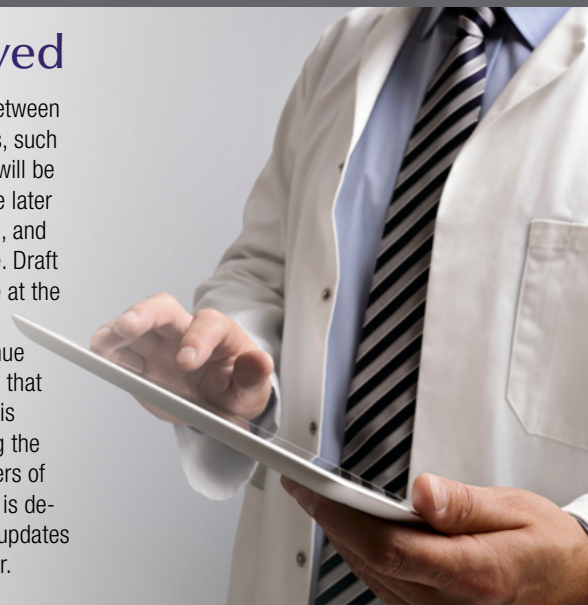
Electronic Health Record Requirement Delayed

The Massachusetts Dental Society (MDS) has been informed by the Mass Hlway—the state's health information exchange—that the Executive Office of Health and Human Services (EOHHS) is extending enforcement of the deadline (January 1, 2017) by which time all providers must have integrated electronic health records (EHRs).

The EOHHS is currently developing regulations regarding statutory requirements that providers must adopt fully interoperable EHRs that connect to the Mass Hlway. The EOHHS anticipates these requirements to apply at the provider organization level and that they will be phased in over a number of years. Initially, acute-care hospitals, community health centers, and medical ambulatory practices larger than an EOHHS-determined threshold will be required to

connect to the Mass Hlway at specified dates between 2017 and 2019. All other provider organizations, such as dental clinics and behavioral health entities, will be required to connect to the Mass Hlway by a date later than January 2018, to be specified in the future, and will be given at least one year of advance notice. Draft regulations are expected to be publicly available at the start of the public comment period in fall 2016.

The MDS encourages all members to continue the process of connecting to the Mass Hlway so that you will be better prepared once this regulation is fully enforced. The MDS will continue monitoring the changes to this mandate and will inform members of the specified date for dentists to comply once it is determined. To learn more about EHRs and to get updates on this mandate, please visit massdental.org/ehr.



Dr. Janis B. Moriarty Announces Candidacy for MDS Vice President

With much pleasure, I humbly accept the nomination of the Executive Committee of the Middlesex District Dental Society for the office of Vice President of the Massachusetts Dental Society (MDS).

I count many MDS members in my circle of friends, but for my colleagues whom I have yet to meet, please allow me to introduce myself. My membership in the MDS started when I enrolled at Tufts University School of Dental Medicine in September 1990. Over these last 26 years, I have practiced in and been a member of the Berkshire, South Shore, and East Middlesex Districts, and for the past 16 years have been a member of the Middlesex District, serving as Trustee from 2006 to 2012.

At the state level, I currently hold the office of Secretary, preceded by my role as Assistant Secretary from 2012 to 2014. I also sit on the Budget & Fiscal Planning and Constitution & Bylaws Committees. I have previously served as Chair of the Affinity and Dues Waivers Committees, the Guest Board Member Selection Task Force, and the Women's Leadership Task Force in its inaugural year, 2005. In that same year, I was proud to represent my colleagues in the first class of the MDS Guest Board Member Program.

I have been heavily involved with the Yankee Dental Congress for many years and was honored to be chosen as Dr. John P. Fisher's General Chair in 2011. I continue to stay active with Yankee as a current member of the Oversight Committee, as well as having Co-Chaired the Scientific, Allied Scientific, General Arrangements, and Hospitality Core Committees.

Nationally, I have served in the American Dental Association (ADA) House of Delegates since 2006, and also currently hold the office of Secretary/Treasurer of the ADA First Trustee District. In 2015, I was appointed as a member of the Reference Committee on Budget by then-ADA President Dr. Maxine Feinberg.



I am proud of my membership in organized dentistry because I believe in it. I believe we are stronger united as professionals than we are as solo or group practitioners, and that together we have made—and will continue to make—an impact in all areas affecting our profession.

Dentistry as a whole faces many challenges: health care reform, scope of practice, access to care, affordable dental education, student debt management, and third-party intrusions. These issues require ongoing and intense study. As a member of the Executive Committee for the past four years, I have gained valuable perspective from both a micro and a macro level on these and other issues

that will continue to need our collective attention for the foreseeable future.

One of the most important areas for us as leaders of organized dentistry is to advocate for our members and our profession. Advocacy is our professional responsibility, and it is our privilege to be the voice of dentistry for the Commonwealth. We are a vital force on Beacon Hill but must continually stress, in a proactive manner, that DENTISTS are the voice of our profession, rather than insurance companies and politicians.

Organized dentistry's biggest challenge, which all associations—big and small, local and national—are facing, is membership. Our Board of Trustees, alongside our staff, works to help our Society remain relevant to all members. We must continue to engage members from day one of dental school and focus our efforts particularly on recruiting and retaining those members out of dental school for fewer than 10 years. The tripartite will not survive without this new and significant group of professionals. Strengthening our presence in the dental schools will help us learn more about working with the Millennial generation than any book can teach us.

Continued on page 12



Get There Early

From time to time, I go back over some resource information that I have and review some topics. Recently, I reviewed some of the chapters in a book my wife, Edwina, told me about: *Get There Early* by Bob Johansen from the Institute for the Future.

In my executive positions over the years, it has always been my nature to think more about tomorrow or the future. I always want to know what changes are coming or what is trending up or down. I'm not talking about the stock market; I'm talking about emerging issues that face our members. What will the practice of dentistry be like in 2020? Are we prepared to help our members make the business and clinical adjustments that will help them continue to run their practices more effectively? What are the changing demographics that will create different methods of meeting the oral health needs of patients?

Too many times, business and professional associations follow the crowd with the assumption that if most everybody is doing it, it must be the way to go. What a false sense of security. Each of us must learn to reach out and try different business practices or learn emerging techniques. Yes, sometimes being the first one to try something means you are taking a risk. To some, it is the old New England adage: "If it ain't broke, don't fix it." The problem is that even if it isn't broken, you still may have missed the opportunity to improve your practice. Too many corporations sit on their market positions and hold on to past marketing practices and little product development as the emerging companies or competitors wave goodbye and leave them with a failing market share. "Getting there early" keeps us keeping skill sets current, learning, or trying new approaches.

Johansen shares an acronym, VUCA, which stands for *volatility, uncertainty, complexity, and ambiguity*. If these words don't describe the ever-changing world of oral health care under the Affordable Care Act, I don't know better words that do. "Getting there early" is not a race; it is a strategy that drives a professional throughout a career or an organization throughout its existence.

For the Massachusetts Dental Society (MDS), it is continuing to find new ways to serve members, expand current services, and develop new services. It means constantly doing market and member research to identify the different member personas that are part of our 4,000-plus membership base. The same holds for you and your patient base. You need to see the future every day and steer your practice through the regulations and legislative barriers ahead of the crowd.

Let the MDS be the key member resource for you and your staff to help you navigate through the volatility, uncertainty, complexity, and ambiguity of the barriers to the business and practice of dentistry to "get there early."



A Bimonthly Newsletter of the Massachusetts Dental Society

Raymond K. Martin, DDS – President

Janis B. Moriarty, DMD – Secretary

Robert E. Boose, EdD, CAE – Executive Director

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FIRST DISTRICT TRUSTEE REPORT

Judith Fisch, DDS



I write this article as I am returning from the FDI Annual World Dental Congress meeting in Poland. Dentists from more than 200 countries are members of the World Dental Federation (FDI) and many attend the general assembly session, which is similar to the ADA House of Delegates. Together, we discuss policy statements on issues in dentistry, such as the dentist-patient relationship, preventing oral diseases, and evidence-based dentistry. The most important step at the meeting this year was the adoption of a new definition for oral health to be used worldwide by governments, advocacy groups, third-party payers, etc. The definition is as follows—

Oral Health:

- is a fundamental component of health and physical and mental well-being, which exists along a continuum influenced by the values and attitudes of individuals and communities
- reflects the physiological, social, and psychological attributes that are core to the quality of life
- is multifaceted and includes, but is not limited to, the ability to speak, smile, smell, taste, touch, chew, swallow, and convey emotions through facial expressions with confidence and free of pain or discomfort
- is influenced by the individual's changing experience, perceptions, expectations, and ability to adapt to circumstances

The purpose of the FDI is "to seek to achieve optimal oral health for all people across borders, uniting the world of oral health to harness the collective expertise and power of its members together with all sectors of society. As the profession's global and independent advocate, we champion disease prevention and oral health literacy and advance the ethics, art, science, and practice of dentistry by stimulating and facilitating the exchange of information throughout the health care community."

A panel session took place to discuss the United Nations (UN) environment program and the worldwide effort to focus on a phasedown of the use of dental amalgam rather than a phaseout. This is for environmental reasons, as there are still parts of the world that do not use amalgam capsules or follow environmental best practices. The UN Governing Council found that there was sufficient evidence of global adverse impact from mercury and its compounds. This warranted further international action to reduce the risks to human health and the environment from the release of mercury and its compounds. Governments were urged to adopt goals for the reduction of mercury emissions and releases and, therefore, dental amalgam is a component of this program.

Projects of the FDI fall under the World Dental Development Fund (WDDF), which was established to improve oral health globally, primarily through the creation of innovative prevention and access programs in disadvantaged populations. In the last 17 years, the WDDF has been supporting projects that promote and highlight oral health.

Finally, the FDI sponsors World Oral Health Day, with the aim being to inspire people across the world to recognize that good oral health is not just about having a good smile but having an impact on their overall physical health and well-being. The campaign was built around a platform to inspire a global commitment to oral health.

It was a special experience to network with dentists from around the world and to discuss the issues facing our profession. The United States is highly regarded in this setting and I was honored to be a part of it.

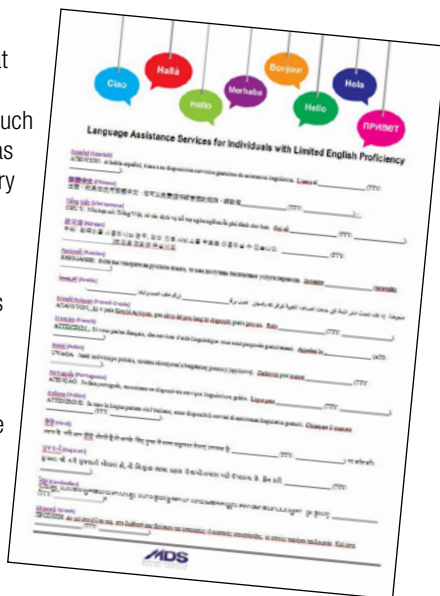
Practice Management

MDS Resources for Section 1557 Rule

Earlier this summer, the federal Office for Civil Rights (OCR) released a final rule, Section 1557, of the Affordable Care Act that requires dentists to inform patients who are deaf and hard of hearing and patients with limited English proficiency about their right to receive qualified interpreters and translators free of charge. The rule also protects individuals with disabilities by requiring covered entities (e.g., dental practices) to make electronic information and newly constructed or altered facilities accessible to individuals with disabilities, and to provide appropriate auxiliary aids and services for them. The Massachusetts Dental Society (MDS) has been informing members of this new rule, which took effect on July 18, 2016, and offering guidance to dentists on where to find resources to meet the October 16, 2016, deadline for compliance.

With the understanding that Section 1557 can be confusing and daunting to implement in such a short time frame, the MDS has produced an Executive Summary to help members better understand the requirements and a listing of resources, such as Massachusetts-specific posters and notices, that practices can download and use today.

Please visit massdental.org/1557 to read the Executive Summary and download notices and posters for your office.



Dental Practice Insights



Are You Ready for a Random Inspection?

Did you know that the Massachusetts Board of Registration in Dentistry (BORID) or its designee(s) may visit a dental practice at any time without prior notice and conduct an inspection to determine compliance with state law M.G.L. c. 112, §§ 43 through 53 and § 61 and 234 CMR 2.00 or both, or any state or federal statutes or regulations relating to the practice of dentistry and dental hygiene? The Massachusetts Dental Society recommends that you conduct your own mock audit in your office to be sure your practice is in full compliance, utilizing the same compliance form that BORID would use. Download it at massdental.org/boridchecklist.

Every Monday, the MDS Dental Practice Committee emails *Dental Practice Insights*, a weekly tip that members can immediately incorporate into their practices. These helpful practice management tips include everything from billing and coding to regulations and personnel issues. Don't miss out on this member benefit; be sure to check your inbox! If you've missed any of the emails, all *Dental Practice Insights* are archived on the MDS website at massdental.org/insights.

Reminder: Dental Hygienist Licenses Renew March 2017



The Board of Registration in Dentistry (BORID) requires all dental hygienists to be licensed to practice in the Commonwealth of Massachusetts. As part of this licensure, a dental hygienist must complete a minimum of 20 CEUs per renewal cycle, including courses in infection control and CPR. This requirement must be fulfilled during the 24 months immediately preceding the March 31 renewal date in odd-numbered years, which means the current renewal cycle for dental hygienist licenses in Massachusetts ends on March 31, 2017.

(Note: Dental assistant licenses renew on October 31, 2017, and dental assistants are required to complete a minimum of 12 hours of CEUs per renewal cycle for licensure, including courses in infection control and CPR.)

Required Biennial Continuing Education

A hygienist seeking to renew his/her license must complete continuing education in infection control in the dental health care setting and certification in CPR/AED or BLS as a condition precedent to the biennial license renewal. The courses must meet BORID standards and must be taken during each renewal cycle (the two years preceding the renewal of the license). For more information on BORID rules and regulations, visit massdental.org/regs or mass.gov/dph/boards/dn. If you need to fulfill these requirements, Yankee Dental Congress 2017 is offering multiple courses in these subjects. Register now at yankeedental.com.

CPR

BLS (CPR) FOR HEALTH CARE PROVIDERS with Miles Childs, NREMT-P, and Carolyn Tomao, RN

177TW	Thursday, January 26	2:00–5:00 p.m.
439RW	Friday, January 27	9:00 a.m.–12:00 noon
479RW	Friday, January 27	2:00 p.m.–5:00 p.m.
632SW	Saturday, January 28	9:00 a.m.–12:00 noon
660SW*	Saturday, January 28	2:00–5:00 p.m.

Infection Control

2017 INFECTION PREVENTION AND CONTROL: DEVELOPING A CULTURE OF SAFETY with Kathy Eklund, RDH

120TL	Thursday, January 26	8:00–11:00 a.m.
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INFECTION CONTROL: MORE IMPORTANT THAN EVER! with Nancy Dewhirst, RDH, and John Molinari, PhD

168TH	Thursday, January 26	2:00–5:00 p.m.
429RH	Friday, January 27	9:00 a.m.–12:00 noon

LET'S TALK ABOUT INFECTION CONTROL AND OSHA with John Molinari, PhD

489RL	Friday, January 27	2:00–5:00 p.m.
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INFECTION CONTROL BEST PRACTICES: CDC AND OSHA with Steve Marble

642SL*	Saturday, January 28	10:30 a.m.–12:30 p.m.
800QL	Sunday, January 29	8:30–10:30 a.m.

* On Saturday, January 28, 2017, dental hygienists can attend these two courses at a discounted member rate of \$120, a savings of \$34.

Practice Management

Are Your Patients Still Flossing?

Earlier this summer, oral hygiene found itself in the middle of a debate after news reports questioned whether flossing teeth was a waste of time. After reading a headline or hearing a sound bite on the radio, your patients may have wondered whether this meant they could toss their floss. What can you tell your patients when they tell you they're not flossing anymore because they read online that they don't have to? You may want to know some background information on why this was misreported. The reporters in question came to this conclusion because existing scientific research didn't support the oral health benefits of flossing. But the fact is, a lack of strong evidence does not equate to a lack of effectiveness, according to the American Dental Association (ADA).

The news stories also erroneously implied that the U.S. government had changed its stance on the importance of flossing because, for the first time in years, the 2015 U.S. Dietary Guidelines didn't include flossing. This could not be further from the truth, which is that the Dietary Guidelines Advisory Committee made a deliberate decision to focus on food and nutrient intake (i.e., added sugar) with its 2015 report. What's more, the U.S. Surgeon General, the U.S. Centers for Disease Control and Prevention, and other health agencies continue their long-standing recommendation to clean between teeth daily. And the U.S. Department of Health and Human Services reaffirmed the importance of flossing in an August 4, 2016, statement to the ADA. Read it here: ada.org/en/press-room/news-releases/2016-archive/august/statement-from-the-american-dental-association-about-interdental-cleaners.

Reassure your patients that when it comes to healthy teeth and gums, they should go to the best source for oral health information: you—their dentist—and dental professionals like the ADA and the Massachusetts Dental Society.



Your Team: Make Sure You Are All on the Same Page

What would happen if a patient in your practice asked the question "How long will an implant last?" to the dentist, then the dental assistant, then the dental hygienist, and then the front desk administrator? Not sure how your staff would reply? Would the patient receive the same answer from everyone?

Ask your staff this sample question and listen to the responses. If the responses vary—be proactive. Come up with a simply worded answer that best suits your practice, and have everyone learn it until your team is clinically aligned. Then, try this with other questions, such as "How often do I need to get X-rays?" and "Can I whiten my teeth if I've had bonding or veneers?"

LIMITED-TIME OFFER

Save on financing when you purchase a practice

If you're considering purchasing a practice, you can save with Bank of America's flexible financing. We'll help you choose the right solution for your business and work with you every step of the way.

For a limited time, take advantage of a **1.89% interest rate** for the first three years on an acquisition loan. Enjoy a fixed payment and a low rate at the same time.¹ The promotional rate is available on three loan offer options² — see your practice specialist for details. You'll also get a competitive rate through maturity, and **you'll know the rate up front**.

Acquire a practice

- Up to 100% financing for practice purchases
- Terms up to 15 years
- Promotional period: August 10 to December 31, 2016
- Applications must be submitted by December 31, 2016 and close by March 31, 2017

We're committed to building a long-term relationship to support your business.

Our practice specialists will work with you every step of the way, to help you strengthen your practice and plan for the future.

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Take advantage of this special rate for the first three years when you select one of three eligible loan offer options.²

Offer expires
December 31, 2016

Practice Solutions

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¹ All programs subject to credit approval and loan amounts are subject to creditworthiness. Some restrictions may apply. The term, amount, interest rate and repayment schedule for your loan, and any product features, including interest rate locks, may vary depending on your creditworthiness and on the type, amount and collateral for your loan. Bank of America may prohibit use of an account to pay off or pay down another Bank of America account.

² Promotional rate available only with a prepayment fee. One of three prepayment fees will be required, depending on the option you choose. Loans with interest only periods are not eligible for the promotional offer.

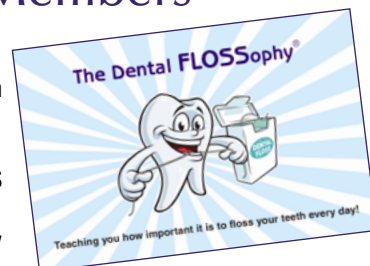
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Introducing Customizable Brochures for Members

The MDS knows how important it is for you to relay important oral health information to your patients, and we're making this a little easier for you. What's more, the first 200 MDS member-dentists to take advantage of this program have the opportunity to order \$100 worth of personalized MDS-created oral health educational brochures as a complimentary member-only benefit. Ordering through the MDS allows you to have your practice's contact information and logo professionally printed on the back of three of our most popular patient education brochures: *The Dental FLOSSophy*, *Oral Health Is Overall Health*, and *The Mouths of Babies*.

Members may order up to \$100 of any one or combination of the three available brochures on your initial order. Additional personalized brochures may be ordered at the member's own expense. The special \$100 discount is only available to the first 200 MDS members to place an order. Order your brochures from the Shawmut Communications Group at <http://orders.shawmutprinting.com/v5fmsnet/oe.asp?pos=MADNTL&v=4>.



How to Tackle Dental School Debt

By Tom Anderson, CommonBond



Almost all young dentists face confusing (and often conflicting) choices after graduation because of the significant amount of student loan debt they have from dental school. The average dental school graduate has more than \$247,000 in student debt. That figure has risen nearly 40% since 2010.

"[Dentists have] been trained for years to focus on passing the next academic exam, completing a procedure correctly, or passing a licensing exam," says Dr. Douglas Carlsen, founder of Golich Carlsen, a financial consulting firm for dentists. Carlsen retired from his own dental practice in 2004. "[Dentists] have not, in many instances, been prepared well for the real world of employment and possible business ownership," he says. "They have not been prepared for the world of consumer purchasing and financial planning."

The key, Carlsen says, is for dentists to get on solid financial footing so they can start to tackle their student loan debt. Here's how:

Make a Financial Plan

Carlsen recommends that young dentists address debt by establishing goals they want to reach within a certain deadline. Include your partner, if you have one. Factors to consider include what kind of lifestyle you want to have, how much student loan debt you have, how much savings you want to have, and what kind of practice you will be a part of in the next one, five, and 10 years, he says. Identifying these parts of your life will help clarify the amount you can dedicate to paying down debt while living your life.

The goal of the financial plan is to help you keep your expenses low. By reducing your spending, Carlsen says, you could dedicate 40% of net

income to pay down debt. "I personally know of dentists that have paid off \$400,000 in less than eight years," he says.

Free budgeting apps, such as Mint and Personal Capital, can make it easy for dentists (or anyone else) to track their spending.

Consolidate and Pay Down Student Debt

In general, dentists with good credit can consolidate and refinance their loans with a lower rate from a private lender. For example, MDS Affinity Partner CommonBond could save the average dentist more than \$31,800 over the life of their student loans. At the lowest rate CommonBond offers—2.14% APR for a variable-rate, 10-year loan—dentists could save nearly twice that amount.

If qualifying for student loan refinancing at a lower interest rate is not an option immediately after dental school, Carlsen recommends consolidating federal student loans and using an income-driven repayment plan.

Remember Your Retirement Fund

You'll want to balance student loan repayment with other goals, such as retirement. Nate Wenner, a CPA and certified financial planner who specializes in working with dentists, recommends that dentists set aside at least 10% of their gross income toward retirement.

"After meeting that baseline level of saving, one can look to more aggressively pay down any debt [that] carries an interest rate higher than what you might expect to earn by investing over the next 10 years," he says.

Good financial habits can help dentists retire early, Carlsen says. He notes that the dentists he

knows who retired at age 50 have these characteristics in common:

- They bought a home and remained in it until retirement;
- They have saved more than 20% of their annual net income after their student loans have been paid off;
- They started saving for retirement by age 35 or earlier; and finally,
- They paid cash for everything except their homes and practices.

Hold Off on Buying a Home or Practice

Carlsen says the worst mistake he sees young dentists make is to buy a home too soon. "A young dentist should not buy a home until he or she is stabilized in [his or her] employment or practice situation," he says.

Don't rush into buying a practice, either. "I see many of the national brokers promising much higher income projections for practices for sale than what is prudent," Carlsen says. "There will be a plethora of practices for sale by Baby Boomer dentists in the next five to eight years. Take your time and find a practice that suits your style, not what others tell you to do."

Following these tips can help dentists pay off their student loans faster and set themselves up for an even brighter future.

For more information on dental student loan refinancing, visit the MDS Affinity Partner CommonBond page on the MDS website at massdental.org/atyourservice/commonbond.aspx.

A version of this article was originally published on Forbes.com and CommonBond.co/blog.

Practice Management Q&A

Question:

Do I have to pay tax on an item for my practice that I purchased out of state?

Answer:

Very possibly, yes. Some items used by dentists during dental treatment are subject to Massachusetts use tax, regardless of where they are purchased. If you purchase an item on which no sales tax, or a sales tax rate less than the 6.25% Massachusetts rate, was paid and the item is to be used, stored, or consumed in the Commonwealth, the dentist must pay a use tax to the Commonwealth as a one-time fee.

For example: You purchase a dental chair for your Massachusetts practice from an out-of-state company and pay no Massachusetts sales tax. You are required to pay 6.25% Massachusetts use tax to the Commonwealth. The use

tax applies because the chair was not subject to a sales tax in the other state and because it is for use in Massachusetts.

Not sure what is taxable? The MDS website has a list of taxable and nontaxable items used in dental treatment obtained from the Massachusetts Department of Revenue. To read the list and learn more about use tax, go to massdental.org/usetax.aspx. The MDS recommends that you consult with your accountant for specific information regarding use tax.

Contact the MDS Member Assistance Center at 800.342.8747 for further guidance.



Focus. *Fast.* Forward.

Registration and Housing Are Now Open!

Sleep Apnea

Learn how dentists can play an important role in the identification and treatment of sleep apnea from various laboratory providers.

3-D Printing in Dentistry: The Present and the (Very Near) Future

Discover how 3-D printing can enhance your practice. This new manufacturing process has been "behind the scenes" in dentistry for quite some time, and will change the face of dentistry.

Third Annual Interprofessional Symposium:

Ctl-Alt-Delete: Rebooting the Approach to Pain Management

Come listen to experts who practice varying specialties such as hypnosis, acupuncture, chiropractic, and physical therapy discuss how they successfully manage pain in their field of expertise.



Join the Jameson Management team, including Cathy Jameson, for a comprehensive two-day program that addresses various areas of the dental practice.

SPEAKER HIGHLIGHTS



Alan Atlas, DMD
Restorative



Jennifer de St. Georges
Practice Management



Frank Higginbottom, DDS
Implants



John Kalmar, DDS, PhD
Oral Cancer



Tieraona Low Dog, MD
General Health



Jamison Spencer, DMD
Sleep Apnea



John Svirsky, DDS
Oral Pathology



Kelli Vrla
Customer Service

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Presented by the **Massachusetts Dental Society** in cooperation with the Dental Societies of Connecticut, Maine, New Hampshire, Rhode Island, and Vermont

Membership

The MDS Welcomes Students to Boston

This summer, Boston dental schools began holding their first-year student orientations. On July 26, the MDS sponsored an hour-long orientation lunch at the Boston University Henry M. Goldman School of Dental Medicine (BUGSDM), with 203 students in attendance. Speakers included MDS President Dr. Raymond Martin, MDS New Dentist Committee member Dr. Casey Jones, and BUGSDM American Student Dental Association (ASDA) Representative Asia Yip.

On August 9, the MDS sponsored the orientation lunch for 45 attendees at the Tufts University School of Dental Medicine (TUSDM), where MDS President Dr. Martin was joined by MDS New Dentist Committee member Dr. Hubert Park and TUSDM ASDA Representative Cristina Kendall. The speakers at both orientations covered topics such as the importance of getting involved in ASDA and the MDS, networking with peers and professors, and looking at their financial future. The orientations were a success, with spirited interaction between the presenters and the students.



From left: MDS President Dr. Raymond Martin is joined at the BUGSDM first-year student orientation by ASDA Representative Asia Yip, MDS New Dentist Committee member Dr. Casey Jones, and BUGSDM Assistant Dean of Students Dr. Joseph Calabrese. (Photo courtesy of Erica Manczuk, BUGSDM associate director, student affairs)

New MDS Website On the Way

Over the past few months, MDS staff have been working hard behind the scenes to develop a new and improved MDS website, which will be launched later this fall. The newly redesigned massdental.org website will feature a fresh new look and an updated and easy-to-use navigation. The website will still feature all the content you need to help you in your day-to-day practice, such as laws and regulations, JOURNAL OF THE MASSACHUSETTS DENTAL SOCIETY archives, and the Find-a-Dentist search, along with so much more. If you haven't already, bookmark massdental.org.

Pay Your Dues Monthly

Renewing your MDS membership dues is easy when you sign up for the monthly payment plan. This plan enables your District, MDS, and American Dental Association membership dues to be paid over 12 months through a checking account or credit card, and is offered by the MDS with no additional fees or charges. Debits to your checking account/credit card will be made on or around the same day each month starting in January. In addition, contributions to the MDS-PAC and the MDS Foundation can be included as part of your monthly payments. To enroll, go to massdental.org/12monthplan or call us at 800.342.8747.

Members Making News

David A. Tesini, DMD, a pediatric dentist in Sudbury, was honored by the American Association of Pediatric Dentistry (AAPD) with its Merle C. Hunter Leadership Award at the association's 2016 Annual Session. The award is presented to an AAPD volunteer who has provided exemplary leadership service in the organization over the past year. In addition to his private practice, Dr. Tesini is an associate clinical professor in the department of pediatric dentistry at the Tufts University School of Dental Medicine.



Dr. David Tesini (right) receives the AAPD Merle C. Hunter Leadership Award from Brandon Richards of Kinder Krowns.

MDS Historian **Dr. Charles Millstein** received the Humanitarian Mission Award from the Hispanic International Mission (HIM) of Boston at its Annual Dinner Gala in Plainville in August. A nonprofit based in Boston and founded in 2013 by MDS member Dr. Aidee Nieto-Herman (who also serves as the organization's president and CEO), HIM's mission is to provide leadership and represent professionals who share a common commitment to improve the oral health of the Hispanic community through humanitarian mission trips in the United States and beyond. Dr. Millstein has participated on HIM mission trips to the Dominican Republic and Haiti, providing much-needed dental care to underserved patients.



Dr. Charles Millstein (center), was joined by his wife, Jean, and his son, Daniel, as he was honored for his humanitarian work at the HIM Annual Dinner Gala in August.

Membership

Retirement and the Dentist

Neil S. Hiltunen, DMD, FAGD

Dr. Hiltunen is co-founder and president of the Association of Retiring Dentists.

In this two-part series, Dr. Hiltunen takes a look at how dentists can prepare themselves for retirement.

"I'll never retire." Wow, do I hear that statement a lot! But, no, we all will retire. It may or may not be on our terms, but assuredly, we will all stop working someday, and none of us will get out of here alive. So, prepare.

My father also had no plans to retire from dentistry before he had a heart attack in his office at the age of 72. He lived about two months more and finally died from complications of bypass surgery in 1979. Dad loved what he was doing, as do many of us who have difficulty imagining life without dentistry. But passion by itself doesn't make a smooth transition to retirement.

Ignoring the inevitable doesn't prevent it from happening. It just removes us from making difficult decisions and leaves our future to chance. Of course, we don't know what will happen in our futures, but we certainly can influence it by decisions and choices we make every day. Accepting our eventual mortality allows us to work backward from the end. A timetable is impossible, but as Louis Pasteur said, "Chance favors the prepared mind."

So how do we prepare our minds to have the best chance of enjoying a fulfilling retiring process during what could be the best years of our lives? First, let's understand why some of us say that we'll "never retire." The basis for this statement may be divided into two broad categories: love/pleasure and fear/pain—the classic "seeking pleasure" and "avoiding pain." On the love/pleasure side, we may find that: we love what we're doing; we cherish the close social network of patients, colleagues, and staff; we feel a sense of purpose; and we feel comfortable with our current stable situation. On the fear/pain side, we may fear: the lack of something else to do; uncomfortable home life; finances; loss of identity/ego; change/the unknown; and that it signifies the "beginning of the end."

Let's explore in more detail how the first of these categories, love/pleasure, affects the decision to retire or not.



Love/Pleasure

- 1) We love what we're doing. This is probably the best reason to continue practicing, as long as we are open to and cognizant of the fact that our abilities will decline, perhaps suddenly. Planning and systems should be in place to allow for that, such as: succession planning for patients and staff; practice sale; insurance (e.g., health, disability, and life); stable home life; estate planning; and health care proxies.
- 2) We cherish/value our social network of patients, colleagues, and staff. Socializing is one of the most important factors in being healthy and aging well. If there is no other pathway to a social life, this can be a good reason to continue to practice. However, we must realize that at some point we won't be practicing, and if we don't start cultivating a social network outside of clinical dentistry, we may have great difficulties when we stop practicing. The factors outlined in #1 above still need to be in place.
- 3) We have a strong sense of purpose. A sense of purpose is also an important factor in health and aging well. We might not get this sense anywhere else, so continuing to practice can be the best thing for us. Again, we must be prepared for when we are incapable of practicing, and have our planning and systems in place for that eventuality.
- 4) We feel comfortable with our current situation, so why change? This feeling is almost a neutral condition. It is neither motivating nor is it fearful, but it doesn't give a sense of purpose or joy. A person with this outlook may want to look outside himself/herself to discover a passion/purpose, something that gives a reason to get up with a smile in the morning. Maybe that passion or purpose is outside of clinical dentistry. It may be that lack of motivation makes appropriate planning difficult. When that person is unable to practice, it comes as a surprise and the transition is even more challenging.

In the next issue of the MDS CONNECTION, we'll explore some of the negative (fear-based) reasons people continue to practice and postpone retirement, as well as the risks and rewards of that decision. For more information on the Association of Retiring Dentists, visit retiringdentists.com.

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Need to find a colleague's address, office phone, or email address?

Use the Find-a-Member function on the MDS website at massdental.org/find-a-dentist.

You can locate members by last name, specialty, or city/town, and the listings are updated daily so you are sure to have the most recent information.

Log in to the members-only section to access members' email addresses.
Visit the website today at massdental.org/login.





Ambassador Program Reaches the Worcester District

MDS Foundation Ambassadors and Worcester District Dental Society members Dr. Charles Gagne and Dr. James Morin partnered with the Blackstone Valley Regional Vocational Technical High School (BVT) and its freshman dental assisting class to provide oral health education to first-grade students at the Memorial Elementary School in Upton and the Henry P. Clough Elementary School in Mendon.

In total, 17 BVT students and their dental assisting instructors Amy Fleisher and Rebecca Corda, along with MDS Foundation Ambassador Dr. James Morin, visited the two elementary schools during April and May of 2016. More than 155 first-grade students across eight classes participated in the Project S.M.I.L.E (Students Making Important Lasting Effects) events.

The Project S.M.I.L.E community service program was developed by BVT students and is geared toward providing oral health education through hands-on activities such as tooth-brushing and flossing demonstrations, proper nutrition instruction, and distribution of goody bags filled with toothbrushes, toothpaste, floss/flossers, stickers, and brochures/activity sheets. The kids were also sent home with a letter to their parents and guardians highlighting Project S.M.I.L.E and offering further information on the importance of dental care for children.

BVT high school dental assisting students also coordinated a similar project for middle-school-aged children called "Watch-Your-Mouth Middle-Schooler" and a program run by the senior dental assisting class called "Seniors for Seniors." Each program is designed to provide customized oral health education and resources to children and seniors in the communities throughout the Worcester District.

If you are interested in learning how you can be a Foundation Ambassador, please visit massdental.org/ambassador.



MDS Foundation Ambassador Dr. James Morin (center) teamed up with the Blackstone Valley Regional Vocational Technical High School's dental assisting class of 2019 to provide oral health education to first graders at the Henry P. Clough Elementary School in Mendon.

Blackstone Valley Technical High School Dental Assisting Class of 2019

Ashley Bruneau
Victoria Byrne
John Robert Doiron
Briana Fay
Alexandra Mathis
Kelley Muanya

Nancy Nguyen
Hannah Nicoletti
Elizabeth Parry
Megan Reilly
Benjamin Ruth

Saddaf Sabir
Tessa Schollard
Braelyn Sessa
Lindsey Testa
Maya Trombino
Kayla Wittenberg

ADA. Credentialing Service



- Centralized database available to payers, hospitals and employers
- Takes 20 minutes or less
- Securely designed

ADA American Dental Association®
America's leading advocate for oral health

Faster, Easier Credentialing

The ADA Credentialing Service is a new member benefit that helps streamline the credentialing process. This service allows you to input, store and update your professional credentials in one centralized location, reducing repetitive paperwork for you and your office staff. By entering your credentials only one time, your information will be stored in this securely designed portal and will be available to third-party payers.

The ADA is working with SKYGEN USA to engage their subsidiary Scion Dental, which provides dental payment solutions to government and commercial payers. By completing your credentials in this portal, the ADA can leverage your support to secure the participation of additional payers.

As an ADA member, this service is **free**. Register now!

 ADA.org/credentialing

EQUIPMENT FOR BUYING OR SELLING

INTRAOURAL X-RAY SENSOR REPAIR—We specialize in repairing Kodak/Carestream, Dexis, Gendex, and Schick CDR sensors. Repair and save thousands over replacement cost. We purchase old/broken sensors. www.RepairSensor.com / 919.924.8559.

JOB OPPORTUNITIES AVAILABLE

GENERAL DENTIST OR PROSTHODONTIST—We are looking for a long-term, compassionate, skilled dentist with excellent bedside manners to join a very busy group practice. Digital, paperless office. Position can be PT/FT and available to start immediately. We have two locations, both south of Boston. Please contact nedspecialists@gmail.com.

EXPERIENCED GENERAL DENTIST NEEDED—SAGAMORE BEACH, MA. We are looking for an exceptional general dentist who is passionate about high-quality dentistry to work two days a week. Candidate must be a self-starter and team player with three years of experience minimum or AEGD certificate. Our very progressive office is state-of-the-art and provides services with beautiful CEREC restorations on the same day. Dr. Sapia was part of the CERECdoctors mentor group for four years and he is looking for a new asset to our family-oriented office. Please send resume to sapia2@comcast.net or fax to 508.888.6671.

ASSOCIATE DENTIST NEEDED—Excellent opportunity at Worcester Hills Dental to join our team of dentists who maintain the highest standards in quality of care. Pediatric and adult patients. Competitive pay package with excellent benefits. Salary range is \$150K–\$180K plus monthly bonus opportunity. Full- or part-time positions available. Email us at jobs@worcesterhillsdental.com.

EXPERIENCED GENERAL DENTIST AND PEDIATRIC DENTISTS NEEDED—Chang Dental Group in Natick is looking for an exceptional general dentist who is passionate about high-quality dentistry. Candidate must be a team player and strive to provide the best patient experience. We offer competitive compensation. Experience is required (2–3 years). Must have DDS or DMD and valid MA dental license. If you are passionate about a career in dental care and enjoy working in a team atmosphere with opportunities for advancement, we look forward to meeting you! Qualified candidates, please email a resume and cover letter to office.drchang@gmail.com.

INSTRUCTOR IN ORAL HEALTH POLICY & EPIDEMIOLOGY, PART-TIME—The Office of Global and Community Health is recruiting a faculty member at 20–40% effort to assist with its community-based programming. Responsibilities will include development of new community programs and oversight of some existing programs. Experience teaching, as well as managing community-based programs, a history of practice in a community health center, and board certification in public health dentistry are necessary. The position will have a dual reporting relationship to the Assistant Dean for Global and Community Health as well as the Chair for the Department of Oral Health Policy and Epidemiology. Basic qualifications: DMD or DDS. Experience managing community-based health centers required. Additional qualifications: a doctoral degree in dental public health. Harvard School of Dental Medicine and Harvard University are equal opportunity employers. Women and minorities are encouraged to apply. Please apply at: <http://academicpositions.harvard.edu/postings/7016>.

PERIODONTIST, GENERAL DENTIST, AND PEDODONTIST ASSOCIATES needed for an established, state-of-the-art, multispecialty practice in North Dartmouth, MA. Periodontist needed 2 days/month, general dentist needed 2–3 days/week, and pedodontist needed 2 days/month to start. Work with five general dentists, an endodontist, and an

orthodontist for interdisciplinary treatment planning for patient-centered comprehensive care. Must have a trusting personality, work well with others, and excellent communication skills. Chart-free office using EaglesSoft, Schick sensors and PAN, digital I/O cameras; nitrous and oral sedation; work with anesthesiologists for IV sedation. Send CV/ resume to sandy@ghentaandmills.com.

THE DEPARTMENT OF PEDIATRIC DENTISTRY at Tufts University School of Dental Medicine is seeking applicants for a part-time instructor or assistant professor. Major responsibilities include clinical and didactic instruction for pre-doctoral students in concert with other faculty members. Other responsibilities include providing faculty coverage within the department and at affiliated off-site location(s) as needed, and ensuring the smooth running of the Pediatric Dentistry Clinic by working closely with the Predoctoral Program Director. Qualifications: The applicant must hold a DDS/ DMD degree or equivalent and be a graduate of an ADA-accredited advanced education program in pediatric dentistry. Candidates must also be eligible for licensure in the state of Massachusetts or practice under a faculty license through the School of Dentistry. Priority will be given to board-certified eligible applicants. Academic rank and salary are commensurate with qualifications and experience. Applications are requested to be submitted electronically using the following link: <https://apply.interfolio.com/35284>. Review of applications will begin immediately and continue until a candidate has been selected. Questions regarding the search process or assistance with uploading applications may be directed to Monika Bankowski, Faculty Affairs Officer, at monika.bankowski@tufts.edu. Visit our website for more information about the Tufts University School of Dental Medicine: <http://dental.tufts.edu/>.

PERIODONTIST WANTED—High-end, multispecialty general practice located in North Andover seeking a periodontist for Thursdays. Must be proficient in hard- and soft-tissue grafting, sinus augmentation, and implant placement. Office has a cone beam scanner. Email resume to doctors@northandoverdentist.com.

ASSOCIATE WANTED—High-end multispecialty practice located in North Andover seeking a personable and energetic associate with a minimum of two years' experience or completion of general practice residency for Monday 9–6, Wednesday 4–8, and Friday 8–1. Please email resumes to doctors@northandoverdentist.com.

GENERAL DENTIST, SHARON—We are looking for an experienced and talented general dentist to join our practice located in Sharon. Applicants must feel comfortable working as the sole provider and have a caring and compassionate chairside manner, along with exceptional clinical skills. This is a part-time position to start on Monday/Wednesday and will grow to F/T in the future. Please contact bostondmd3@gmail.com.

GENERAL DENTIST, METHUEN—We are looking for an experienced and talented general dentist to join our practice located in Methuen. This is a great opportunity, as the sole provider is retiring, so it would be to take over an existing patient base and schedule. Applicants must feel comfortable working as the sole provider in the practice and have a caring and compassionate chairside manner, along with exceptional clinical skills. We are looking for a part-time applicant that is available on Tuesday, Wednesday, and Friday. Please contact bostondmd3@gmail.com.

GENERAL DENTIST (FULL-TIME)—HYANNIS. Come lead our team in Hyannis (Barnstable) as our full-time general dentist! Great Expressions Dental Centers has an immediate opening for a full-time

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Reply to an MDS Box classified ad by emailing jhanlin@massdental.org (include the Box Number as your subject line) or mail your response to: MDS CONNECTION Classified Box _____, Two Willow St., Suite 200, Southborough, MA 01745. All responses will be promptly forwarded to the advertiser.

general dentist to join our Hyannis practice (located at 274 Barnstable Road, Hyannis, Massachusetts 02601). Enjoy a rewarding role with a dedicated staff in this beautiful facility with an established patient base. Compensation and benefits as follows: competitive six-figure annual draw with percent of production; sign-on bonus or relocation assistance possible, as well. Benefits/perks: leader in the practice: clinical freedom and treatment autonomy; patient focus: established and growing patient foundation; multispecialty office; doctor career path—partnership/investment opportunities. Full benefits offered: health care and dental benefits, 401(k), short-term/long-term disability, time off; malpractice coverage assistance; continuing education reimbursement; paid ADA and state society dues; mentorship—study clubs, chairside mentoring, GEDC University courses. Please view our Doctor Career Path video at www.screenecast.com/t/M3xWM5CYN. Please apply via this ad for consideration to Molly McVay, Clinical Recruiter, Great Expressions Dental Centers PSC-North, 29777 Telegraph Road, Suite 3000, Southfield, MI 48034. Phone 248.430.5555, ext. 72467. Fax 248.686.0170. Web: www.greatexpressions.com. Must have a DDS/DMD from an accredited university and active state dental board license. Apply here: <http://www.Click2Apply.net/r5p3xvqzmc> or molly.mcvay@greatexpressions.com.

PART-TIME PERIODONTIST POSITION North of Boston. Great opportunity in a busy general practice. Looking for a proficient periodontist with experience and excellent personal skills. Comfortable in all aspects of periodontal surgery and implant systems. Excellent compensation and possible partnership for the right candidate. Please email resume to frankchowdds@hotmail.com.

SEEKING PART-TIME DENTIST—Looking for a dentist for all-ages general practice in North Andover; 16–20 hours with more possible. We are a two-FIT-hygienist, one-dentist office looking to grow. EagleSoft and digital applicant should have experience in all general dentistry. Must have good communication skills. Residency preferred. Email devlin_peter@yahoo.com.

GENERAL DENTIST PART-TIME—Lawrence. The position is available three days per week for a busy family practice. Experience preferred. If interested, please call our office at 978.682.2776. CVs can be faxed to 978.794.1597.

GENERAL DENTIST NEEDED IN JAMAICA PLAIN. Looking for a professional and experienced general dentist to work 2–3 days per week (including two Saturdays per month) in our busy dental practice. Excellent clinical and interpersonal skills, as well as experience in all phases of dentistry is required. Our busy and growing practice is conveniently located in the center of Jamaica Plain. The practice is computerized with digital X-rays and new practice management software. There is an opportunity to add additional days as your schedule builds. Email CV and cover letter to puredentaljp@gmail.com.

ENDODONTIST NEEDED one day a week in Medford. Please contact mitracnn@yahoo.com.

EXCELLENT OPPORTUNITY FOR ASSOCIATE DENTIST IN LUDLOW, MA. Excellent compensation, sponsorship for H1BA and green card available. Open for future partnership. Please contact Ana at 603.738.6830 for more details.

GENERAL DENTIST, BEDFORD/FRANKLIN (PT/FT)—Chestnut Dental is seeking an experienced general dentist in Bedford and Franklin, MA, 2–3 days (PT) or 4–4.5 days (FT), generally 1–2 evenings per week and two Saturdays per month. One to two years of practice experience preferred. Competitive compensation and benefits package, guaranteed base salary, and potential for long-term growth in a premier multidiscipline practice. Please contact MDS Box 1396.

FULL-TIME GENERAL DENTIST NEEDED IN BRIGHTON. Wonderful opportunity to work at a general dental office in Brighton. Enjoy working and living in Boston! MBTA stops nearby. State-of-the-art dental equipment. Should be able to perform all phases of dentistry. Full-time position. Please contact MDS Box 1395.

GENERAL DENTIST NEEDED for an established and growing group practice in Western MA. Excellent pay package with medical, dental, and retirement benefits. Average compensation \$200K–\$300K. If you have excellent clinical and interpersonal skills, don't miss this opportunity. Experience or GPR training preferred but not required. This is NOT a corporate or health center setting. Please contact drchen@hollyokemaldental.com or call 413.210.3636 to discuss further.

GENERAL DENTIST—Dental Dreams is actively seeking motivated, quality-oriented associate dentists for our offices throughout IL, LA, MA, MD, MI, NM, PA, SC, TX, VA, and DC. We provide the ultimate in quality general dentistry to the entire family in a modern, technologically advanced setting with experienced support staff. Our highly valued associates enjoy top-tier compensation. Compensation: sign-on bonus up to \$30K, average compensation for full-time dentists in excess of \$220K per annum, guaranteed base pay. Clinical practice, complete autonomy over treatment planning, mentoring by top-rated, experienced clinicians. Benefits: health insurance, malpractice insurance, three weeks' vacation, continuing education, relocation expenses, visa and permanent residency sponsorship. Dental coverage for associates and immediate family members. Make Dental Dreams a reality for you. Please contact us to learn more about rewarding associate dentist opportunities with Dental Dreams. We offer full-time, part-time, and Saturday-only schedules. Please contact Dental Recruiting by email at recruiting@dentaldreams.com or phone at 312.274.4598.

ASSOCIATE DENTIST POSITION—Busy multi-practice general dental offices seeking full-/part-time dentist. Applicant must be proficient in all phases of general dentistry. Located in Southeastern MA, the offices are privately owned and operated. Please contact lippyout@aol.com.

GENERAL DENTIST—Modern family dental practice using cutting-edge technology with rapid growth. CEREC, Invisalign, all-composite restorations, digital, paperless. Come join our family and grow with us. Seeking general dentist two days per week. Please send resume to mansa09@hotmail.com.

GENERAL DENTIST NEEDED for a well-established, multi-doctor family practice in Methuen. Full- or part-time. Flexible hours. Good opportunity. If interested, please respond to MDS Box 1371.

ESTABLISHED CONNECTICUT GENERAL DENTAL PRACTICE located in Rocky Hill, CT, is looking for a pediatric dentist. This is an excellent opportunity in a modern, brand-new facility. We have a great staff, a lot of room, and a beautiful office. We are a friendly, non-corporate office seeking personable associate dentist with a solid commitment to quality patient care. We handle the marketing and management hassle. Please send inquiries stating availability and salary requirements to dawnt@ctfamilydentalgroup.com.

ASSOCIATE DENTIST WANTED (SHREWSBURY)—Busy multispecialty practice seeking a part-time associate dentist to start immediately 2–3 days per week. Office currently has a restorative dentist, endodontist, and periodontist. Practice is located in a nice professional building in Central MA. Five operatories, each equipped with Adec chairs and digital sensors, electric handpieces, EagleSoft software, and paperless charts. Over 3,000 active patients, and seeing at least 40 new patients monthly; 70% insurance-based and 30% fee-for-service, no Medicaid. Our practice focuses on high-quality care for our patients. Great team and fun environment to work in. Minimum of 1–2 years' experience required. Please send CV and resume to MDS Box 1393.

FLEXIBLE LOCUM TENENS OPPORTUNITY—Midwest Dental is seeking experienced dentists to fill daily/weekly/monthly locum tenens needs to cover leaves and extended vacations. Perfect for dentists wanting to pick up extra hours. We offer competitive pay and give you complete freedom to work as many locum sessions as you'd like! May involve travel with overnight stays. Typically includes 32–36 hours/week when needed. Opportunities are available at practices across the country. Contact Carly Ruffledt at 715.225.9126 or cruffledt@midwest-dental.com.

PEDIATRIC DENTIST as full-time or part-time associate leading to partnership. We are a well-respected office in the Berkshires of Western MA. Must be skilled, ethical, gentle, and caring, as well as a board-eligible/-certified pediatric dentist. New grads welcome. We are state-of-the-art, chartless, and digital pan/ceph. Four-day workweek including some hospital dentistry if desired. Excellent benefits and base salary. Email drisa@childrens-teeth.com.

GENERAL DENTIST office in the Berkshires is looking for a full-/part-time associate. Work in a state-of-the-art digital paperless office with a very supportive staff and enjoy what this beautiful area has to offer. We provide a wide variety of services including digital impressions, implant placement, Invisalign, and facial esthetics. Email your resume to pittsfielddentist@hotmail.com.

SPRINGFIELD, MA—Family dentist and/or pediatric dentist. Progressive children and family dental practice is looking for a highly motivated and energetic associate to join our practice in Springfield, MA. Part-time or full-time position with long-term potential. Opportunity is open to new or recent graduates, as well as experienced clinicians. We offer a competitive base salary along with a reconciliation structure and a full benefit package, including health insurance (BCBS), malpractice insurance, professional dues, sponsorship, paid time off, and more. Will sponsor for green card. Interested individuals should email a resume to aylabellucci@yahoo.com.

JOB OPPORTUNITIES WANTED

ENDODONTIST AVAILABLE IN YOUR OFFICE—Recently retired endodontist looking for part-time employment. Boston/MetroWest area. Please contact MDS Box 1397.

PRACTICES AND OFFICES FOR SALE OR RENT

WALTHAM SMALL PRACTICE FOR SALE—Easy transaction, low overhead, good start-up for a young dentist. Seller will finance. Please contact dentist broker at 617.955.6563 or dentistbroker@gmail.com.

FOR LEASE—DENTAL MEDICAL SPACE IN WELLESLEY. Fantastic turnkey 1,763-sq.-ft. medical space available on Route 16 in Wellesley. The suite is plumbed throughout and has suction in place. Great mix of treatment rooms and open space. The building offers exterior signage and plenty of free, on-site parking. Contact Mike Hoban of Haynes Management, Inc., at 781.235.0532 or mhoban@haynesmanagement.com.

NASHUA, NH—UPDATED DENTAL OFFICE FOR SALE. Features 2,438+/- sq. ft. of first-floor office space with exam rooms, waiting and reception area, lab, offices, and ample parking. Conveniently located off Everett Turnpike at exit 5W and directly across from Nashua High South. Call 603.880.6655 or email lisa.ferrari@prolmanrealty.com.

NEW ENGLAND PRACTICE TRANSITIONS—MAINE: Mid-Coast—3 ops, nice office, gross \$600K+, RE avail; Sunday River Area—Nice, very established practice, 5 ops plus room to expand, gross \$1.3M, RE option. Massachusetts: North Shore—Perio, 3 ops + 1 extra plumbed, gross \$1M, office condo avail; Mid-Cape—3 ops, 1 extra plumbed, gross \$313K, RE avail.; Williamstown—5 ops, well established, gross \$906K, RE avail; North Shore—Starter or part-time practice, 3 ops, gross \$100K, RE avail; Merrimac—Great 1st or 2nd practice, 3 ops, well established, great location, gross \$325K, RE avail, with business tenant. New Hampshire: Hanover Area—Office condo, 7 ops, gross \$1.6M, RE avail. Vermont: Burlington Area—Great location, established practice, 3 ops, gross \$466K, lease. Call 888.888.6506 or visit www.newenglandpracticetransitions.com.

PRACTICE FOR SALE Southern NH—Must-see listing. Nine ops, fully digital (digital sensors, digital PAN, i/o cameras, and CAD/CAM). Gross \$2.8M; strong restorative, prosthetic, room for growth. Please note: partnership opportunity only, so only serious partnership-interested candidates. RE also available. #NH107. Please contact Henry Schein Professional Practice Transitions Consultant Tyler Russell at tyler.russell@henryschein.com or 617.447.8760 for details.

PRACTICE FOR SALE—Barnstable County, MA. Four-op general practice. Full range of services including prosthetics and oral surgery. Intraoral camera, imaging system, laser unit, digital X-ray, panoramic X-ray, patient education software, and EagleSoft management software; 2013 gross \$1,399M. #MA122. Contact Henry Schein Professional Practice Transitions representative Tyler Russell at 617.447.8760 or tyler.russell@henryschein.com.

PRACTICE FOR SALE—Central MA—Periodontic practice. Consistent revenue in excess of \$800K. No competition in the immediate area. Close to four major interstates, strong hygiene base. Seller maintains a satellite (leased space) and owns the main location building, which is shared. #MA144. Please contact Henry Schein Professional Practice Transitions representative Tyler Russell at tyler.russell@henryschein.com or 617.447.8760.

PRACTICE FOR SALE—NORTH SHORE—Cape Ann. High-end, highly profitable general practice on Boston's North Shore. Six ops with room for expansion. Location owned by seller in desirable North Shore location on major intersection in town. All new equipment, digital, CAD/CAM, in-office milling. Revenue approaching \$2M. #MA141. Please contact Henry Schein Professional Practice Transitions representative Tyler Russell at tyler.russell@henryschein.com or 617.447.8760.

FULLY BUILT-OUT DENTAL SUITE directly on Route 9 in Framingham. Save tens of thousands in build-out costs! This 2,600-sq.-ft. dental suite is ready to go. Five exam rooms with sinks and in-floor plumbing throughout. Asking rate of only \$20/sq. ft. plus utilities. Contact Dean Blackey at 508.651.9019 or dblackey@rwholmes.com.

PRACTICE FOR SALE—Perfect opportunity for the entrepreneurial dentist. (Three) locations on Boston's South Shore with combined revenue of \$1.7M. All dentists (associates and owner) will stay post-sale to work the practices. Lots of growth potential! For details of this opportunity (#MA124, #MA125, and #RI103), please contact Henry Schein Professional Practice Transitions representative Tyler Russell for details at 617.447.8760 or tyler.russell@henryschein.com.

TWO DENTAL OFFICES—MARTHA'S VINEYARD. Two great opportunities to start a dental practice without the expense of a build-out or overpaying with a purchase. Two excellent locations coming available. The first office has four operatories, 2,500 sq. ft. Private apartment with bath. Private office and staff kitchen. Plenty of storage and parking. Great visibility. The second is a Main Street location. Lots of walk-by business. Great for bleaching and cosmetics. Includes all-new equipment. Walking distance to boat, so it can be operated by commuting personnel. Start seeing patients and be as busy as you wish, living on a beautiful resort island. Contact 508.479.1263 or email rmmacdm@gmail.com.

5% DENTAL BROKERAGE SERVICES BY A MASS DENTIST—Why pay 10–12% and more for selling your practice? Call me for help, I am a dentist like you, I understand you well, I have been through it all, and I am in Massachusetts. Why use outsiders? Contact 617.955.6563 or dentistbroker@gmail.com.

MARSHFIELD MA—Turnkey dental practice ready for tenants. Office is in high-traffic area with plenty of exposure, sale will include digital X-ray machine and on-site dental lab. Dentist is relocating out of the country, office manager is willing to stay on to train. There are expansion possibilities if needed. To view full listing, visit successrealestate.com. Please contact Anthony at 781.837.9466 or omigaman@aol.com.

DENTAL OFFICE FOR LEASE in Spring of 2017. All utilities from the previous dental office are in place. Located at 82 Worcester Street (Routes 122 and 140) in the Koopman Lumber Plaza. Call Don Koopman at 805.958.3430 or email donk@koopmanlumber.com.

DENTAL OFFICE FOR RENT—FULL-/PART-TIME. Dental office in the heart of Washington Square, Brookline, for rent. Two operatories. Ground floor, beautiful brownstone on Beacon Street. On C line. Ample parking. Contact MDS Box 1391.

DENTAL OFFICE FOR LEASE—Close to Quincy Center, 14 Alleyne Street, Quincy, MA. 2,000-sq.-ft. existing dental office space, available since May 2016. Has been orthodontic office for 40 years. All wired, plumbed for dental chairs. Reception desk, consult room, dentist office, two clinical exam rooms with sinks and cabinets, open bay, and private room to accommodate four dental chairs, staff room, and lab in place. 10-minute walk to MBTA. Please contact Wei at 508.361.9589 or quincyorthodontics@gmail.com.

ARE YOU LOOKING TO SELL YOUR PRACTICE? Retiring, relocating, or whatever your reason, I am looking to purchase it from you. Established dentist looking to purchase existing practice within 50 miles of Boston. Private sale only. If you wish to sell your practice directly to me and want to forgo brokerage fees, I am interested in speaking with you. Please respond to dmddds2014@gmail.com.

SERVICES

5% DENTAL BROKER SERVICES—Why pay 10–12% and more for selling your practice? Call me for help, I am a dentist. Like you, I understand you well, I have been through it myself. Contact 617.955.6563 or dentistbroker@gmail.com.

NEW ENGLAND ACADEMY OF COSMETIC DENTISTRY (NEACD) presents Dr. David Hornbrook, "State of the Art Anterior Aesthetics." Straumann USA World Headquarters, Andover MA. The event is October 15, 2016. Please contact: wrcummiskey@yahoo.com.

CONSIDERING THE SALE OF YOUR DENTAL PRACTICE? Unlike a patient who chooses another dentist due to a lower price for a crown, you will not have a second chance/redo to sell your dental practice. I have been in the dental field since 1974 and exclusively brokering the sale of dental practices since 1992. I urge you to speak with anyone who has sold their practice with Arthur Gordon & Northeast Dental Consulting. I believe I am the best at what I do and you owe it to yourself to schedule a no-obligation meeting with me to discuss your plans. My knowledge and experience is worth our meeting and my commission will be competitive. Unlike the crown patient, do not make the mistake to save money and let inexperience affect how much you receive from the sale of your practice. However, I assure you we will be competitive. Contact Arthur B. Gordon at 978.774.2400 or arthur@thedentalbroker.com.

BUYERS—We offer over 25 years of dental experience in the Greater Boston area to provide you with confidential professional advice to help 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, Northeast Dental Consulting, 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 seller—and your professional advisors to help mediate a transaction 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 Consulting, Ltd., at 978.774.2400, fax 978.750.1444, or arthur@thedentalbroker.com.

Place a Classified Ad

To submit a classified ad online, please visit massdental.org/classifieds. Payment in advance, covering number of insertions, is required.

50 words or less (per insertion) \$55

50¢ each additional word
(Rate includes immediate Web posting.)

MDS Private Box.....\$15 extra

Upon processing, all classified advertisements are posted on the MDS website at www.massdental.org.

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.



Members Take Part in Dental Rounds Speed Networking Event

The Metropolitan and Middlesex District Dental Societies held the initial Dental Rounds Speed Networking event on Sunday, August 21, with dentists attending from all over the state. This first-of-its-kind event for the MDS aimed to encourage camaraderie and knowledge sharing among members who may otherwise not cross paths. The afternoon event, which also featured food and a cash bar, was held in a private room at the Burren, a restaurant and pub in Somerville's trendy Davis Square neighborhood. The event was organized by MDS members Drs. Rosie Wagner, Maryam Shomali, and Patricia Machalinski, and sponsorship was provided by Carestream. See more photos at [flickr.com/photos/massdental/sets/72157671910192422/](https://www.flickr.com/photos/massdental/sets/72157671910192422/).



Dr. Janis B. Moriarty Announces Candidacy for MDS Vice President, continued from page 1

My participation in the Guest Board Member Program taught me firsthand that our Board of Trustees values the opinions of younger and diverse members, and this program, as well as the Leadership Institute, has helped to change the makeup of leadership of our Board and Districts. I am especially proud of having helped select every class of Guest Board Members since 2006, and look forward to watching the program evolve in the years to come. My hope is to be instrumental in revamping this program, which is now more than 10 years old, to maximize its effectiveness and increase the role of its alumni. Our Board must continue to strive to be representative of our current and future demographics.

Our Districts, the best liaison between the MDS and our members, continue to face challenges in participation. I will work to engage more members at the District level and increase attendance at District meetings.

*This is a key time in the history of our Society—
one in which we must make the commitment
to change in order to stay viable.*

I am excited by the prospect of being Vice President and ascending to the office of President in 2019–2020. This is a key time in the history of our Society—one in which we must make the commitment to change in order to stay viable. The Millennial generation demands that we provide tangible value for their membership investment; today, economic pressures and family lifestyles make MDS membership and participation a consideration rather than an automatic commitment. The MDS must elevate our technology and communication style to provide opportunities and resources that Millennials will utilize, in order to retain and improve our market share of membership.

As members live longer and practice longer, the span of ages of members will continue to grow. We must remain sensitive to our more senior members and ease their transition into these changes within meeting formats, publications, and governance. We cannot remain creatures of habit, but must view these changing times as an opportunity for growth and improvement of our organization.

Membership is not an automatic choice, it is an option. I gladly choose the option of membership in the MDS, and hope to inspire and encourage my fellow members to be active and engaged throughout their entire careers. I respectfully ask for your support as I continue to contribute my leadership and passion to our Dental Society and our profession, and I thank you for your consideration.

Questions? Contact the MDS Member Assistance Center

The Massachusetts Dental Society's mission is to help all members succeed. With that in mind, we created the MDS Member Assistance Center (MAC), a member-only service designed to help MDS members get the most out of their membership. The MDS's call center enables members to speak directly with a MAC advisor.

Call if you:

- ▲ Need practice management advice
- ▲ Have a question on dental billing or coding
- ▲ Require information on regulations
- ▲ Wonder if a marketing mailer is legitimate
- ▲ Want guidance on Peer Review
- ▲ Have questions on an MDS Affinity Partner
- ▲ Face a situation in your office you are not sure how to handle

MAC advisors will also be reaching out to members to ensure that members are informed about:

- ▲ Required registration deadlines
- ▲ Important regulatory advisories
- ▲ Information on how to get involved in MDS programs and activities
- ▲ Volunteer opportunities

Call **800.342.8747** to be connected to an MDS MAC advisor.

The MDS Member Assistance Center is available
Monday–Friday from 8 a.m. to 4 p.m.