

Members Provide Free Dental Care to Children at Fenway Park

More than 120 Boston-area school children now have brighter smiles thanks to the Massachusetts Dental Society (MDS) members who volunteered at a TeamSmile program held Friday, August 31, at Fenway Park. The MDS partnered with TeamSmile to provide free diagnostic, preventive, and restorative treatment to underserved students from KIPP Academy.

Along with educational activities about brushing and flossing, the students enjoyed games, face painting, and music played by a DJ, and had a visit from Boston Red Sox mascot Wally the Green Monster.

Dr. Mahesh Sadhnani, one of 25 dentists who volunteered, says, "What impressed me the most was the fact that we had so many volunteers come forward on a Friday before a long weekend to help out those who truly need us. It was great to see colleagues and the dental fraternity come together. There were assistants, hygienists, students, and a lot of auxiliary staff that volunteered, making it truly seem like the whole dental world was coming together to serve.

"Some of the students have never seen a dentist and don't know what a dentist does," he continued. "This gave us and our profession great exposure while doing something great for the communities we live in. Volunteering at such events makes me realize the gaps in health care and how we as a profession can come together to bridge it."

Since 2007, TeamSmile has facilitated partnerships between oral health professionals and professional athletic organizations to provide dental care and instruction to children in communities who otherwise would not have access to it. TeamSmile's goal is to harness the power of pro sports to draw at-risk children into their first contact with dental care.

More than half of the students who received care at the TeamSmile event are MassHealth participants, and each patient received an average of more than \$250 in free dental treatment.



"[We] had so many volunteers come forward on a Friday before a long weekend to help out those who truly need us," says Dr. Mahesh Sadhnani, who volunteered at the TeamSmile event at Fenway Park. "Some of the students have never seen a dentist and don't know what a dentist does."

Dr. Sadhnani encourages MDS members who are considering participating in similar volunteer opportunities to "come with a pair of loupes and a great attitude, and you will leave with a heart full of gratitude."

Two Members Announce Candidacy for MDS Vice President

Two candidates are running for the position of MDS Vice President. According to the Massachusetts Dental Society (MDS) *Constitution & Bylaws*, the Nominations Committee will meet at a future date to interview both candidates, make a recommendation, and present a slate of Officers to the House of Delegates on Friday, June 7, 2019. Read the position papers from both candidates here.



Dr. Meredith Bailey

The leadership of the Massachusetts Dental Society (MDS) has always been comprised of innovative and well-respected individuals. The MDS has flourished because of the hard work and time that leaders, members, and staff dedicate to carrying out the vision and mission of the organization.

There are many critical issues facing our profession today, including insurance reimbursement, midlevel providers, student debt, and practice sales. These are the challenges of today, but there will undoubtedly be others in the future. The most effective way to address challenges to our profession is through the efforts of a unified organi-

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Dr. L. Jeffrey Lowenstein

Dear Fellow Member of the Massachusetts Dental Society,

For the past 33 years, I have been in the dental profession. I'm passionate about my practice, my profession, and my state's professional Society. I've been fortunate to have had the opportunity to be an active member at every level of the Massachusetts Dental Society (MDS). I see the benefits of being a member every day professionally and personally, and I see areas where benefits of membership can be enhanced and communication improved.

We are well aware of the challenges currently facing our profession. It is a



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MDS Governance Reform Phase II

When the current Strategic Plan was approved by the Board of Trustees in 2015, four major goal areas were identified: Support for Our Members; Advancement of Oral Health; Yankee 2020; and Society Strength.

I would like to focus on the last goal, Society Strength.

This goal charged the Society with developing the capacity, structure, and resources to influence the future. The plan for this goal called for a focus on four areas. The first was aligning the staffing resources and functions with the Strategic Plan. The second was developing a governance structure to transform the Society for success in the next decade. The third was to use the MDS Foundation to serve communities and build assets. The fourth was to assess and evaluate the Society to ensure that resources are properly allocated to align with strategic initiatives.

I would like to expand on the second focus area, which is to develop a governance structure to transform the Society for the next decade. The MDS Board of Trustees has been discussing governance reform for the past three years. Our annual retreats have focused on major publications that identify current and future models for strengthening association governance. We had programs and training sessions for the Board on *The Road to Relevance*, *The Race to Relevance*, and *The End of Membership as We Know It*, along with various strategic planning sessions. The outcome three years ago was to charge a Governance Task Force to review current and emerging information for nonprofit governance reform. That Task Force worked for a year and presented recommendations to the Board of Trustees. The Board supported the recommendations for discussion and action by the 2017 House of Delegates. At that time, the House had questions on the recommendations and requested that the Board provide more time for membership to digest the information. The Board then charged the Governance Task Force to review the recommendations and prepare revisions for action. That second Task Force, which was Chaired by Dr. Mina Paul, worked very hard throughout the past year. It conducted two

major open forum sessions at Yankee Dental Congress 2018 to present the revised recommendations and obtain feedback from members. The final proposal was approved by the Board at a special meeting held at Yankee. The idea was to allow more time for our District leaders and membership to review the proposal and be prepared to act at this year's House of Delegates. The House overwhelmingly passed the proposal with a report back to the 2019 House of Delegates on the implementation plan. (Read the proposals at massdental.org/About-MDS/Leadership-and-Governance/Governance-Task-Force.)

We are now in Governance Reform Phase II, which is preparing the implementation plan for the House of Delegates. The new Task Force for Phase II will be led by Dr. Mina Paul and includes members Drs. Meredith Bailey, Robert Faiella, Robert Leland, and Anandi Pratap. Dr. Paul has been working over the summer with me and key staff preparing for Task Force meetings and a strategy to reach out to every District herself, in addition to hosting a few open forums at the upcoming Yankee Dental Congress, presenting webinars, and other means to fine tune the plan for implementing the governance changes over the next two to three years initially. The Task Force recommendations that were passed maintain the District leadership model as the key to connecting with and serving our membership. Strong District leadership strengthens the Society. The governance model for the Society is a regional model that builds on the strong District foundations in each region.

In keeping with our efforts to maintain our strong District leadership, we conducted another District Chairs and Chairs-Elect training session at the Society in mid-September. Dr. Paul briefed that group and gathered valuable feedback from these leaders to make a smooth transition to the regional governance model. In addition, there was—and will continue to be—discussion on the future roles and responsibilities of regional Trustees and the District leadership.

I look forward to the completion of Phase II and beginning the transition of the Society's transformation to the new governance structure for the next decade.



A Bimonthly Newsletter of the
Massachusetts Dental Society

Howard Zolot, DMD
President

Richard Marchand, DMD
Secretary

Robert E. Boose, EdD, CAE
Executive Director

Melissa Carman
Director of Publications

Suzanne Gulledge
Graphic Designer

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Massachusetts Dental Society

Dr. Raymond Martin Appointed MDS Speaker of the House

At the Board of Trustees Annual Retreat in July, President Dr. Howard Zolot announced that Speaker of the House Dr. Charles Silvius had resigned his position effective July 17, 2018. The Board approved the appointment of Past President Dr. Raymond Martin to the position of Speaker of the House to fulfill the remainder of Dr. Silvius's one-year term.

Dr. Silvius has been a leader in many areas of organized dentistry since joining the MDS in 1974. He served the North Metropolitan District Dental Society as Chair, Trustee, and Editor. Dr. Silvius, a general dentist with practices in Revere and Boston, also served at the state level as Assistant Secretary (2005–2007), Secretary (2007–2010), and President-Elect (2010–2011), and he was elected President for the 2011–2012 term. One year after his Presidential term, he was elected Speaker of the House. An MDS member since 1974, Dr. Silvius received his DDS degree from the Temple University School of Dentistry in Philadelphia.

A general dentist in Mansfield, Dr. Martin has been active in organized dentistry for many years. He held the roles of Editor, Chair, and Trustee for the Southeastern District Dental Society, and was elected MDS Vice President in 2014 and President in 2016. Dr. Martin, who joined the MDS in 1983, received his DDS degree from the University of Texas Health Science Center and completed his general practice residency at the Tufts University School of Dental Medicine.



Dr. Charles Silvius (left) and Dr. Raymond Martin
at the 2017 House of Delegates

Follow us on:



Membership

The MDS Welcomes Dental Students to Boston

Over the summer, the MDS helped two Boston dental schools welcome first-year dental students to Beantown. The MDS sponsored hour-long orientation lunches at the Boston University Henry M. Goldman School of Dental Medicine (BUGSDM) on July 24 and the Tufts University School of Dental Medicine (TUSDM) on July 30. MDS President Dr. Howard Zolot helped welcome the students and encouraged them to get involved with organized dentistry.



From left: BUGSDM Dean Dr. Jeffrey Hutter, ASDA District 1 Trustee Lindsey Janof, MDS President Dr. Howard Zolot, BUGSDM Assistant Dean of Students Dr. Joseph Calabrese, MDS Membership Committee Trustee Liaison Dr. James Lee, and BUGSDM Associate Dean for Clinical Affairs Dr. John Guarente welcomed BUGSDM students.



From left: TUSDM ASDA D '19 Representative Tabitha Mohammed, MDS Member Engagement Coordinator Janine Avery, MDS President Dr. Howard Zolot, and MDS member Dr. Neil Patel presented at the TUSDM Student Orientation.

New Dentist Day

New dentists who have graduated from dental school within the last two years (2017 or later) are invited to join us at the Massachusetts Dental Society's New Dentist Day on Saturday, October 13, from 8 am–3:15 pm at MDS headquarters in Southborough. Attendees will learn strategies to succeed as they begin their career in dentistry while also having the opportunity to mingle and network with their peers and earn 4 CEUs.

This three-part event will feature:

- Life After Dental School
- Legal Considerations for New Dentists
- A Surprise Charitable Team-Building Activity

The event is free for newly licensed members, and breakfast and lunch will be served. Seating is limited, so don't miss out—register today at massdental.org/new-dentist-day.

Let a Predental Student Shadow You for a Day



The American Student Dental Association (ASDA) is seeking MDS member dentists to participate in a Shadow Day during the 2018–2019 college winter break. By allowing a predental student to shadow you for 3 to 4 hours on one day, you can make a valuable contribution to the dental profession by sharing your knowledge with a future dentist. If you are interested in participating, please sign up at your earliest convenience so that ASDA can successfully match you with a predental student. Sign up today at: <https://docs.google.com/forms/d/e/1FAIpQLSe2ouqabo-bmGoUg544Bg3P9SyF-lz-KemGorh7YswPSUCnXCw/viewform>.

Patronize the Arts with Bank of America Museum Discounts

Did you know that MDS Member Savings Program partner Bank of America offers discounts on museum admissions for MDS members through its Museums on Us 2018 program? Simply present your Bank of America® or Merrill Lynch® credit or debit card along with a photo ID on the first full weekend of every month for one free general admission. (Free general admission is limited to the cardholder at participating institution. Museum hours and participation varies. Excludes special exhibitions, ticketed shows, and fundraising events, and cannot be combined with other offers.)

The Museums on Us program includes renowned institutions from across the country, such as the Metropolitan Museum of Art and the American Museum of Natural History in New York, the Art Institute of Chicago, and the Carnegie Museum of Art in Pittsburgh. Locally participating museums include: the Museum of Fine Arts, Boston; the Isabella Stewart Gardner Museum; the MIT Museum in Cambridge; the Fitchburg Art Museum; the Springfield Museums; the Clark Art Institute in Williamstown; and the Worcester Art Museum. Across New England, you can also check out the Portland Museum of Art in Portland, ME, the Wadsworth Atheneum Museum of Art in Hartford, CT, the Currier Museum of Art in Manchester, NH, and the International Tennis Hall of Fame in Newport, RI.

Learn more about the Museums on Us program and see the full list of participating museums at <https://about.bankofamerica.com/en-us/what-guides-us/arts-and-culture/partners.html>.



Membership

Moving Forward After Dental School

The first year out of dental school is a time of great change and progression in a dentist's career. The following MDS members have completed their first year of practice and are well on their way to making a name for themselves in the profession. Join the MDS in congratulating them for showing their commitment to both the profession and organized dentistry. We look forward to seeing them continue to contribute and prosper!

Berkshire District

Dr. Xin Zeng Pittsfield

Boston District

Dr. Saloni Angra Boston
Dr. Vaibhav Bajaj Boston
Dr. Christopher M. Balaban Boston
Dr. Grant Beyer Dorchester
Dr. Michael W. Brown Boston
Dr. Min Chao Charlestown
Dr. Janice Geeah Cho Somerville
Dr. Susan Lynn Cunningham Boston
Dr. Aditi Rajul Doctor Boston
Dr. Ian Cameron Grayson Boston
Dr. Jordyn Hollingsworth South Hadley
Dr. Rahen Kakadia South Weymouth
Dr. Samantha L. Keck South Boston
Dr. Shaima I. Majeed Dorchester
Dr. Matthew J. Manzi Roslindale
Dr. Michael A. Mayr Cambridge
Dr. Lindsey Nowland Boston
Dr. Evangelos Papathanasiou Boston
Dr. Ellura R. Pepito Boston
Dr. Inna Prokupets Boston
Dr. Laura Rowan Boston
Dr. Esra Salihoglu-Yener Brookline
Dr. Quentin Shabani Boston
Dr. Tarek Shaib Cambridge
Dr. Prabhdeep Singh Revere
Dr. Leila E. Suwwan Boston
Dr. Ana Tereza M. Tonet Wescott Stoneham
Dr. Guilherme Bonecker Valverde Jamaica Plain
Dr. Zhe Xu Boston
Dr. Fabiana Yee Boston
Dr. Sylvia M. Zannis Boston

Cape Cod District

Dr. Aileen Han Mashpee
Dr. Bhavya Patel Centerville
Dr. Luciana Bretz Pavie Nantucket
Dr. Chendi Xu Harwich Center

East Middlesex District

Dr. Shivender S. Beniwal Burlington
Dr. Mitali Binani Brighton
Dr. Jieun Cha Medford
Dr. Jingjing Chen Malden
Dr. Jasmine R. Jenkins Medford
Dr. Junsoo Kwon Everett
Dr. Hyunah Lee Revere
Dr. Jina Lee Everett
Dr. Heather P. Leung Everett
Dr. Sonal Virwani Malden

Merrimack Valley District

Dr. Kourosh Asha Brighton
Dr. Mansi Chokshi Medford
Dr. Setu Sunilbhai Choksi Stoneham
Dr. Kadambari Glen Colaco Lexington
Dr. Stephen P. Comstock Wellesley

Dr. Narendra Gutla Palli Nashua
Dr. Bradford R. Mattison Newton
Dr. Lia Mittelman North Andover
Dr. Amira Mottawea Peabody
Dr. Shivani A. Patel Westford
Dr. Keerthi Peri Westford
Dr. Audra Buckley Reynoso Lynnfield
Dr. Vineeta Sharma Lexington

Metropolitan District

Dr. Stephanie Altongy Lincoln
Dr. Danielle R. Bond Hopkinton
Dr. Patrick Cooper Brookline
Dr. Camille Draper Boston
Dr. Michael G. Farag Quincy
Dr. Janna D. Feldman Brookline
Dr. Zhan Huang Framingham
Dr. Alyssa Illig Newtonville
Dr. Ana Keohane Newton
Dr. Mira Y.A. Khouzam Auburndale
Dr. Guanghui Ling Waltham
Dr. Samvel Martirosyan West Roxbury
Dr. Claire McCarthy Boston
Dr. David R. Robbins Boston
Dr. Tetyana Shreyer Sharon
Dr. Jonathan Martin Stephens Wellesley
Dr. David Philip Tran Weymouth
Dr. Brittany Wood Waltham
Dr. Ping Zhang Shrewsbury
Dr. Isaac Zisblatt Sharon

Middlesex District

Dr. Fatima Pirzada Aziz Boston
Dr. Michelle Yuching Chou Concord
Dr. Adam Brooks Gart Bedford
Dr. Sean Amir Ghassem-Zadeh Somerville
Dr. Jessica K. Hsieh Cambridge
Dr. Helga Idrizi Saugus
Dr. Caitlin Maureen Kelly Waltham
Dr. Won Kyung Kim Arlington
Dr. Courtney Sanders Knapik Medford
Dr. Oh Kyu Kwon South Easton
Dr. Jinjoo Lee Cambridge
Dr. John Cyril Madden Concord
Dr. Zuhair S. Natto Fairfax
Dr. Vincent Younjun Oh Medford
Dr. Olga Sergeyvna Spivak Somerville
Dr. Ying Xu Yue Winchester

North Metropolitan District

Dr. Alexander Annese Revere
Dr. Nicholas M. Boschetti Chestnut Hill
Dr. Pranav Kaushish Cambridge

North Shore District

Dr. Saadia Aziz Hyde Park
Dr. John Patrick Costello Somerville
Dr. Louis J. DeLuke Salem
Dr. Kugun Lee Hooksett
Dr. Mariam Qureshi Nashua

Dr. Rebecca Robinson Somerville
Dr. Richard Michael Seltenrich Ipswich
Dr. Samantha Anne Synenberg Somerville
Dr. Majlinda Vaka Danvers
Dr. Joseph Stowe Whitney Boston

South Shore District

Dr. Yasmin Chebbi Brookline
Dr. Nan Chen Quincy
Dr. Hannah Cho Quincy
Dr. Yajun Cui Lexington
Dr. Francis Guerra Abington
Dr. Alison M. Hubbard Brockton
Dr. Neemi Lama Lama Sherpa Natick
Dr. Matthew Bennett May Hanover
Dr. William Nguyen Randolph
Dr. Joann O'Brien Plymouth
Dr. Neil Patel Quincy
Dr. Bethany Klawnsnik Polnar Canton
Dr. Lyle E Smith Stoughton
Dr. Xiaoqing Yang Quincy

Southeastern District

Dr. Jane Christian Kim Middleborough
Dr. Victor M. Nyakundi Needham
Dr. Priyanka Panthula Fall River
Dr. Madhuri Patel Rumford
Dr. Sukhmanjit Seera Fall River

Valley District

Dr. Ivy Ahluwalia Worcester
Dr. Stefanie Dee Aquilina West Hartford
Dr. Eric Nag Bum Chu Chicopee
Dr. James Daleo West Hartford
Dr. Stefan Filip Valley Village
Dr. Vincent Paul Hohreiter Belchertown
Dr. Harsh Shailesh Patel Lee
Dr. Manik Razdan Lexington
Dr. Parag Sehgal Springfield
Dr. Ana Serrenho Wilbraham
Dr. Rohit Trehan Chicopee

Wachusett District

Dr. Katerina Chernykhivska Arlington
Dr. Patricia Domings Nashua
Dr. Chaitanya Patwardhan Shrewsbury
Dr. Li Zhong Boxborough

Worcester District

Dr. Rizwan Raza Baig Rocky Hill
Dr. Ryan Alexander Canesi Boston
Dr. Kunal Vasant Dani Westborough
Dr. Jared Gittleman Hopkinton
Dr. Ehab Jabah Worcester
Dr. Todd M. Jenny Worcester
Dr. Harith Kamil Boston
Dr. Piotr Karwowski Shrewsbury
Dr. Won Young Young Kye Natick
Dr. Steven Wych Whitinsville
Dr. Amir Yavari Chestnut Hill

Massachusetts Raises Tobacco Purchasing Age to 21



On July 27, Governor Charlie Baker signed a bill into law that raises the minimum age to buy tobacco from 18 to 21. The new law also adds e-cigarettes to existing prohibitions on public smoking and prohibits the use of tobacco products on the campuses of any primary, secondary, or vocational school. Additionally, the law prohibits the sale of tobacco products by any pharmacy that offers health care services.

The Massachusetts Dental Society (MDS) advocated for this legislation to help lower smoking rates among youth and reduce serious oral health consequences. The MDS partnered with the Tobacco Free Mass Coalition to advance the legislation, which passed the Massachusetts House and Senate by large margins. Coalition advocates worked tirelessly to move the bill, distributing letters and information to every legislator three times a week. Reducing tobacco use is a priority issue for the MDS due to the oral health complications caused by smoking and smokeless tobacco products.

The law was signed just days after Massachusetts Attorney General Maura Healey announced that her office is investigating JUUL Labs, Inc., and other online e-cigarette retailers that sell JUUL and JUUL-compatible products over concerns about the marketing and sale of electronic smoking devices and products to minors. According to the 2015 Massachusetts Youth Risk Behavior Survey, nearly 50% of Massachusetts high school students reported having used e-cigarettes at least once.

The Massachusetts law goes into effect on January 1, 2019. California, Hawaii, Maine, New Jersey, and Oregon have enacted similar restrictions.

MassHealth Periodontal Coverage Reinstated in FY19 Budget

Beginning on June 1, 2019, 1.1 million MassHealth adult patients will receive coverage for periodontal services. This coverage was reinstated by a line item in the Massachusetts state budget for the 2019 fiscal year that was signed into law by Governor Charlie Baker on July 26.

The Massachusetts Dental Society (MDS) played an integral role in advocating for this coverage by communicating to legislators that access to periodontal care improves not only oral health, but also overall health. The MDS sent a letter to the state budget Conference Committee urging its members to prioritize oral health care and reinstate MassHealth coverage for the treatment of periodontal disease in the final FY 2019 budget.

In the letter to the Conference Committee, MDS President Dr. Howard Zolot wrote, "As a periodontist practicing in North Andover, I have

witnessed firsthand countless patients who have delayed care due to the lack of MassHealth coverage for periodontal disease. When patients delay care, not only does the disease progress and become more difficult to treat, but they are more likely to lose teeth or develop other conditions due to the bacteria traveling through the blood stream."

The letter continued, "In my experience, the lack of MassHealth coverage for periodontal disease directly increases health care costs. This is because patients will seek care in emergency departments, need more comprehensive oral care due to the delayed treatment, or the disease worsens other existing health conditions."

Because the treatment of periodontal disease is critical to improving the oral and general health of the adult population, this reinstatement of coverage is a big win for Massachusetts residents.

Schedule a Grassroots Visit with Your Legislator

With a new legislative session just around the corner, it's time to strengthen your relationships with your elected officials. For many MDS members, attending Beacon Hill Day this past April was just the beginning of building these vital relationships. Now, it's time to take the next step by inviting your legislator to visit your practice.

Hosting an informal meeting at your practice is a powerful way to offer legislators a first-hand look at the dental profession. This is your chance to educate them on how legislation will impact your practice and your patients. By inviting other dentists from your District to join you for the meeting, you can speak with one voice and ask for your elected representative's support on issues affecting the profession in the upcoming legislative session.

Just 45 minutes of your time could have a big impact on the future of your profession. Pick a date, recruit some colleagues, and the MDS will do the rest!

If you are interested in hosting your legislator, please contact Marwa Alnaal, MDS coordinator of government affairs, at malnaal@massdental.org or 508.449.6042 for help coordinating with your local legislator.

GRASSROOTS ADVOCACY





Henry Schein Dental Launches Preferred Pricing Program

Henry Schein Dental and the MDS have joined forces to support MDS members with their everyday practice needs. The Henry Schein Preferred Pricing Program helps members reduce overhead expenses while creating a more effective and efficient practice. Members can now enjoy discounts on 15,000 of the most commonly used dental merchandise items and X-ray calibrations on all systems. Additionally, members will be able to take advantage of exclusive quarterly promotions on Henry Schein private label products, gloves, and more.

As part of the program, you will have a trained professional field sales consultant (FSC) assigned to your practice. Your dedicated FSC will assist you with everyday challenges to help identify and access Henry Schein's extensive practice resources. For more information and to sign up, visit massdental.org/henry-schein.



Alphabet Soup

Do you use abbreviations, acronyms, or symbols to explain procedures in your dental practice? If so, the MDS Dental Practice and Benefits Committee recommends that you clearly document your practice's list of acronyms, abbreviations, and/or symbols that are specific to your office. This list should be made part of your office policy so that all team members use uniform terminology. Be sure to educate all new staff members with this terminology. It's also a good idea to include a copy of the list of abbreviations used in your office along with any distributed copies of dental records. Consult your legal counsel or professional liability insurer for specific guidance.

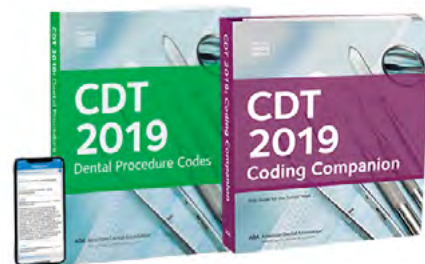
Every Monday, the MDS Dental Practice Committee emails *Dental Practice Insights*, a weekly tip that members can immediately incorporate into their practices. If you've missed any of the emails, all *Dental Practice Insights* are archived on the MDS website at massdental.org/insights. Have a tip to share? Submit it to membership@massdental.org.

Stay Up to Code with CDT 2019

The new year is right around the corner and that means that it's time to get up to speed on all the new or changed dental procedure codes that go into effect January 1, 2019. The American Dental Association (ADA) is helping members make sure that their practices are coding correctly for fewer claims rejections and faster reimbursement with *CDT 2019: Dental Procedure Codes*.

The latest iteration contains 15 new codes, five revised codes, and four deleted codes. *CDT 2019* is the most up-to-date coding resource and the only Health Insurance Portability and Accountability Act-recognized code set for dentistry. *CDT 2019* can be purchased as a kit including the *CDT 2019 Coding Companion*, which trains staff on how to use the right codes at the right time, and the award-winning CDT Code Check App, which puts complete CDT codes on dentists' phones or tablets.

Right now, MDS/ADA members can save 15% on the *CDT 2019* manual and all ADA Catalog products by using promo code 18137 until November 9. To order, visit ADAcatalog.org or call 800.947.4746.



Practice Management Q&A

Question: Does a dental office have to hire a sign language interpreter for impaired patients?

Answer: Yes, under the Americans with Disabilities Act, a dental office is considered a place of public accommodation and is prohibited from unlawful discrimination by reason of disability. Per this law, the dentist must pay for the cost of an interpreter, even if the cost of the interpreter is more than the cost of the visit, unless the interpreter imposes an undue burden on the provider's business and fundamentally alters the provider's services. MDS members can receive nearly 70% off interpretation services (including American Sign Language) with no minimums or set-up fees from Member Savings Program partner CyraCom. Learn more at massdental.org/CyraCom.

Practice Management

Take a Stretch Break

Take time to stretch between patient appointments to maintain flexibility and range of motion in the joints. If you have back pain from sitting all day, stretches that reverse that posture could help. Consider doing a two-minute stretch break at least every hour. This will improve your body and mind.

The ADA Center for Professional Success offers the following simple stretches that you can add to your working day as appropriate. (Please note that these exercises are not meant as a substitute for a physician's evaluation if your pain has become a daily, chronic condition.) When you do these exercises, you should feel a slight stretch or pressure in the area being stretched. If

you feel any pain, burning, numbness, or tingling, you should stop immediately and make an appointment with your physician.

Upper Back or Shoulder Stretch

Stretching your upper back is a nice stretch to add in between patients. Clasp your fingers behind your neck and direct your elbows forward. Lean back against the back of your chair while lifting your elbows up and forward, and look up until you feel some pulling, stretching, or pressure in your mid back. Rest and repeat.

Lower Back Stretch

Lift your head and chest while sitting up very straight in your chair and arch your back. Come down slowly into a slouched position. Rest and repeat.

Shoulder Stretch

Raise your arms up as if signaling a touchdown. Raise up until you feel some pulling or stretching in your shoulders. Rest and repeat.

Foot and Ankle Stretch

Move your foot up and down and side to side, making circles clockwise and counterclockwise.



Paying Your Employees for Jury Duty

Serving on a jury is one of the most important civic duties for every U.S. citizen; however, it can have an impact on small businesses, such as dental practices. If an employee serves on a jury trial in Massachusetts, employers are required to pay the employee's regular wages for any work missed for the first three days of jury duty. After the third day, the state will compensate jurors at the rate of \$50 per day. The employee should provide you with documentation from the state for proof of service. To learn more about the requirements for jury trial compensation, visit mass.gov/service-details/learn-about-compensation-for-jury-duty.

Choose patients over paperwork.

"The ADA credentialing service is an efficient and simple way to periodically re-credential with numerous insurance carriers. In fact, six of the insurance companies we participate in, or have interactions with, use the service."

— Dr. Ron Ganik

Tired of endless paperwork for credentialing with multiple plans?

The ADA® credentialing service, powered by CAQH ProView®, is a digital solution to help streamline the process so you and your team can spend more time on patients and less time on paperwork.

Learn more at
ADA.org/credstate

CAQH
Solutions

PROVIEW®

ADA American
Dental
Association®

Practice Management

Five Questions to Ask Every Bank Before Financing Your Dental Practice

By Dave Miller

Mr. Miller is vice president, Bank of America Practice Solutions.



Did you know that when you borrow \$500,000 on a 10-year loan, the difference between 5% and 5.25% is approximately \$7,500? That's a difference of only \$63 a month. Now imagine your bank requires you to keep a checking account with them and charges you \$30 a month (\$3,600 over 10 years). And they require you to pay extra closing costs totaling \$7,000. All of a sudden, the bank with the lower interest rate is actually costing you more money.

When borrowing money for your dental practice, you need to evaluate the total cost of the banking relationship. Ask your bank these five questions to ensure you're borrowing money from the right bank.

1. When I close the loan, will there be any other fees I have to pay that are not outlined on this proposal? This would include legal fees, document fees, etc. You'll want to carefully consider all the costs involved before making a decision.
2. Do you require me to obtain any insurances as collateral for the loan? Business property insurance is expected to insure your equipment. Additional coverage such as life insurance, disability insurance, or business overhead insurance could be required. You definitely want to protect yourself in the event of catastrophe, but you shouldn't be required to obtain more insurance than you and your advisor believe is appropriate.
3. Do I have to process my credit cards with you? This is an area where banks can charge high fees, which could offset any savings from the interest rate. That's why you should shop your credit card processing to at least two companies to get the best rates. Check these annually since companies are known to raise them over time.
4. Do you have an effective online banking platform and other resources available to me? More and more, banking is done in your office to avoid trips to the bank and save time for your staff. Mobile check deposits, integrations with major payroll software, and additional tools should be available to help you manage your accounts easily. Also, as a business owner, you'll need additional financing, investment guidance, payroll services, business credit cards, etc. Be certain you have access to all of these with your banking relationship.

5. What reward programs are available for small business owners? Once you pick a bank, you'll typically remain with it for a long period of time. As your business grows, you want to be sure that your needs will be met and your loyalty will be rewarded. For instance, some banks offer rewards programs based on the size of your relationship with them.

After asking these questions, get the monthly costs and add them up:

Banking Relationship Cost Worksheet

Total cost of interest over the life of the loan:	_____
Closing fees:	_____
Additional closing fees (attorney fees, doc fees):	_____
Monthly insurance premiums required x 120 mos. (10-year loan):	_____
Monthly business bank account fees x 120 mos. (10-year loan):	_____
Monthly merchant services cost or savings x 120 mos. (10-year loan):	_____
Total banking relationship costs (life of the loan):	_____

The final number will give you an idea of the total cost of the banking relationship you're considering so you can make your banking decision with 100% confidence.

Visit bankofamerica.com/contact-us/practice-loans-email.go to schedule a call with your local Bank of America Practice Solutions specialist to help you navigate the dental financing process.

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Asking a Question Is the Best Way to Get the Most Out of Your Membership Call 800.342.8747 for the 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 your membership. The MDS's state-of-the-art call center enables members to speak directly with a MAC representative.

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 Savings Program partner
- ▲ Face a situation in your office you are not sure how to handle

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

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

The MDS Member Assistance Center is available Monday–Friday from 8 am to 4 pm



FIND US IN OUR

NEW LOCATION!

BOOTH #1244 (Center Aisle, Back of Hall)

Come join us at the MDS State Lounge for friends, fun, food, and free gifts! Try your luck and spin the Wheel of Wellness to win a prize! **Everyone will be a winner**—prizes will include:

Water Bottles ★ Gift Cards ★ Apple AirPods ★ Hats ★ And More!



Join your colleagues at the following gatherings:

THURSDAY January 31

A Taste of New England

4:00 pm

Mix and mingle with your fellow First District dentists. Sample a variety of food in each lounge that has been chosen to represent each of the New England states.



FRIDAY February 1

Pizza in the Pavilion

4:00 pm

Network with First District members when you stop by the MDS Lounge to enjoy some pizza and a beer (or non-alcoholic beverage).



SATURDAY February 2

Family Time

10:00 am

Join us again this year for family time in the MDS booth! Enjoy breakfast and fun activities for the whole family while you chat with other member dentists.



Stop by the MDS Lounge any time throughout the day to reenergize with a light snack!

FREE Pain Management Courses for Members

Fulfills BORID requirements for pain management

Thursday, January 31

Pain Management for the Dentist

2:00 - 4:00 pm

David Keith, DMD

189TL

Friday, February 1

Acute Dental Pain and the Opioid Epidemic

8:30 - 10:30 am

Richard Harold, DMD, JD

424RL

Saturday, February 2

Pain Management for the Dentist

8:00 - 10:00 am

David Keith, DMD

606SL

TIME TO TAKE A FREE HEADSHOT

The **new** Find-a-Dentist tool is the focus of the ADA's three-year, \$18-million advertising campaign to help members get more patients. In just five minutes, you can add a photo, contact information, office hours, and what types of payment and dental benefits you accept. Profiles with photos and the most complete information show up near the top of the search results, increasing the chance of new patients clicking on your profile.



Dr. Nikki Hernandez
(773) 234-5678
240 E Chicago Ave Ste 350
Chicago, IL 60611-8876

Dr. Steve Johnson
(773) 567-8901
202 E Chicago Ave
Chicago, IL 60611-2345

ADA

Learn How to Be a Healthier You

Visit the Health and Wellness Pavilion

Working in a dental office can take its toll on your body. The MDS Dentist Health and Wellness Committee strives for every dental professional to feel his or her best. Stop by to receive a personalized postural analysis so you can identify the areas of your body that need attention. Also, learn easy ways to incorporate better health into your everyday life. You will be sure to walk away with a tip to improve your overall well-being.



COMPLIMENTARY EDUCATION ON THE EXHIBIT HALL FLOOR



SELLING YOUR PRACTICE



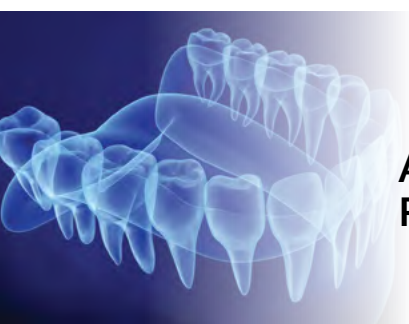
ONLINE MARKETING



PRACTICE TRANSITIONS



COSMETIC TOOTH ALIGNMENT



ALVEOLAR RIDGE PRESERVATION



CENTER FOR EXCELLENCE

Engage and obtain knowledge-building CE complete with a daily fun-filled fashion show courtesy of Twice as Nice.



DENTAL

DENTAL OFFICE PAVILION

Test drive cutting-edge dental equipment and technology that you can integrate into your practice today!

LIVE DENTISTRY PAVILION

Learn from some of the best clinicians as they perform live procedures. This interactive format will allow attendees to ask questions and receive answers first-hand.



PAVILION

Join us in the Bank of America Pavilion and hear from subject matter experts on topics that have immediate impact on your practice.

PRODUCT NAVIGATOR LIVE PAVILION



Learn about new advancements in restorative materials, adhesives and cements, digital technology, and preventive products from well-respected industry experts.



PAVILION

Discover a painless and innovative curriculum that improves the business engines, life balance, and patient care of dental professionals.



PAVILION

Learn the latest advances in digital impression techniques, chairside restorations, orthodontic software, CAD/CAM, CEREC, and much more.

For complete details, visit yankeedental.com/ce



A Hidden ADA Membership Benefit: DynaMed Plus

DynaMed Plus is a dynamic evidence-based clinical reference tool created by physicians for health care providers to use at the “point of care.” It contains clinically organized summaries for more than 3,200 topics, and guess what? The subscription is free to ADA members, a hidden gem as part of your membership benefits. You can find this on the ADA website home page under Member Center, then ADA Library & Archives (ada.org/member-center/ada-library). Most members are not aware of this benefit and many pay a yearly fee to subscribe to a similar online program such as Lexicomp. When you log onto DynaMed Plus for the first time, you can create an account. Your ADA membership is recognized as part of your registration and, as a result, you will not be assessed a fee to use this tool! Here is some basic information about DynaMed Plus.

Users can search DynaMed Plus for a wide variety of information on specific diseases. DynaMed Plus will return any Topic Overviews, Conditions, Drugs, Labs, Images, and Calculators that are relevant to the searched disease. If users do not know what disease to search for, one can search by signs and symptoms. For example, “shortness of breath” returns DynaMed Plus Topic Overviews (dyspnea), Conditions (COPD), Drugs, Images, and Calculators to help diagnose the possible cause of the presented sign or symptom. DynaMed Plus organizes its content into topic pages containing clinically relevant information in a standardized layout for ease of access and information retrieval. Topic pages are organized into the following six categories:

- **Overview:** This topic page can contain an overview on a single topic (e.g., fluoride) or it can contain a list of topic pages for a broad topic area (e.g., pediatrics)
- **Condition:** This page contains information on conditions, syndromes, and diseases
- **Drug:** Drugs can be searched by name or condition-specific medication can be found in the “Medication” subsection under the Treatment sub-heading on the Condition page. Drug information on dosage, therapeutic use, cautions, comparative efficacy, approved and off-label indications, pharmacokinetics, clinical applications, and interactions of medications is provided.
- **Lab:** Contains information on the lab’s indications, sample collection, test methodology, and normal/abnormal reference ranges and results.
- **Image:** All searches return any relevant image results as thumbnails at the top of the page. DynaMed Plus has partnered with ACP to provide more

than 4,700 medical graphics and images. When searching DynaMed Plus, any images that are relevant to the search term are returned at the top of the page.

- **Calculator:** All searches return any relevant calculator results, with their name and a basic version of the calculated formula, at the top of the results page. With so many different calculators available in this program, you can bookmark the ones used most often.

Patient education/information can be found on the Overview and Condition pages under the subheading “Patient Information.” This section contains links and handouts—in English and Spanish—containing information on the condition, managing the condition, and medication/medical devices.

How is DynaMed Plus maintained and updated?

- DynaMed Plus editors monitor the content of more than 500 medical journals and other sources
- In addition, practicing clinicians provide review and editorial support as reviewers and contributors.
- The methodology used to identify, evaluate, and select the evidence used in DynaMed Plus summaries is outlined in its 7-Step Editorial Process.

A new and improved user interface makes it easy to find answers quickly. Other benefits include:

- The site is updated multiple times every day to ensure continual access to the most current evidence
- Unbiased content means users can always trust recommendations
- Its bulleted format makes it easy to scan content and find answers quickly
- Summaries and recommendations are included in 750 of the most popular topics
- Easy access to thousands of graphics and images
- Can be accessed anywhere, anytime, on any device
- The complimentary mobile app comes standard with every subscription
- Relevant search results are pulled every time

Learn why DynaMed Plus is the go-to resource for health care providers around the world. And if you need any assistance at all, contact the ADA Library & Archives. Also, remember to download the mobile app!

As always, contact me with any comments or questions at fischj@ada.org.

Find the Leader Within You with the Leadership Academy

Do you want to improve your leadership effectiveness and learn how to succeed in a changing dental practice landscape? The First District Leadership Academy is designed for those who want to think strategically about emerging institutional and informational needs, changing expectations, new technologies, and long-range plans. The curriculum will deepen your insights and broaden your repertoire of useful approaches to leadership. The program also provides a valuable opportunity to assess your own leadership strengths and weaknesses in a supportive and engaging learning environment. Upon completion of the first year, you will become a collegial mentor in your state. Pay it forward by assisting your state’s leaders in selecting three new members to participate in this program and provide support and guidance as needed.

A limited number of MDS members can attend the First District Leadership Academy at no charge. What’s more, all 2019 attendees will receive free Yankee Dental Congress registration in 2019 and 2020. The next Leadership Academy kicks off at Yankee 2019. Learn more at massdental.org/leadership-academy.

LEARN
NEW APPROACHES TO
VOLUNTEER LEADERSHIP

COLLABORATE
WITH LIKE-MINDED
PEERS

BUILD
YOUR
MANAGEMENT SKILLS

EQUIPMENT TO BUY OR SELL

INTRAORAL X-RAY SENSOR REPAIR: We specialize in repairing Kodak/Carestream, Dexis, and Genex. Repair and save thousands over replacement cost. We also buy and sell dental sensors. Visit www.RepairSensor.com or call 919.229.0483.

JOB OPPORTUNITIES AVAILABLE

ASSOCIATE DENTIST POSITION, LEADING TO PARTNERSHIP: Looking for an opportunity for potential ownership in the future? We are a cosmetic and general dental private practice on Cape Cod that is looking for an associate doctor. Do you have a great attitude, calm chairside manners, and an interest in a comprehensive approach in dentistry? This is a golden opportunity for you. About us: modern, state-of-the-art, fee-for-service office with digital radiography, paperless, implementing advanced new technologies and techniques. Motivated and dedicated staff supports the doctor and office goals. Please contact us if you are a DDS/ DMD from an accredited university, have an active Massachusetts Dental Board license, a strong sense of ethics, and the ability to act with absolute integrity. Residency or one year of experience preferred. Please submit your resume and three professional references to AskDrNP@aol.com.

GENERAL DENTIST WANTED FOR A PEDIATRIC DENTAL OFFICE: We are looking for a general dentist to join our thriving pediatric dentistry office. As our patient population gets older and their dental needs change, we believe a compassionate and friendly general dentist will take our practice to the next level and serve our community in the best way possible. The schedule is extremely flexible and based on our production, the position should expect to earn anywhere from \$900–1,100/day. Interested parties, please contact asonidmd@gmail.com.

ENDODONTIST WANTED FOR A PEDIATRIC DENTAL OFFICE: Pediatric dentistry office is looking for an endodontist to treat our adult and older pediatric patients with endodontic needs. Highly competitive pay with extremely flexible schedule available. If interested, please contact asonidmd@gmail.com for additional information.

ASSOCIATE/PART-TIME CAPE COD: Associate position available part-time for the right candidate looking for buy-in/buy-out. Owner looking to cut back/retire. Wonderful small boutique practice on beautiful Cape Cod. Please contact 774.994.1068 or jrmrgco@gmail.com.

PEDIATRIC DENTIST: Part-time pediatric dentist for performing full-mouth rehab for children at hospital under general anesthesia in the Boston area. Contact Dr. Rashmi Shah at rjs@drashmishah.com or 508.345.0075.

UNIQUE CAREER OPPORTUNITY: General dentist needed for established and growing private group practice in Western Massachusetts. Excellent pay package with medical, dental, and retirement benefits. State-of-the-art technology includes digital pano, CEREC Omnicam, WaveOne Gold Endo system, guided implant placements. Average compensation \$200K–\$350K. If you have excellent clinical and interpersonal skills, don't miss this opportunity to grow your professional skills. Experience or GPR training preferred but not required. Please call or email to inquire on this wonderful opportunity. *Non-corporate and non-health center.* Please call 413.210.3636 or email drchen@hol yokemaldental.com.

PART-TIME PEDIATRIC DENTAL ASSOCIATE: We are a privately owned, state-of-the-art pediatric dental office in Newburyport seeking to hire a PT pediatric dentist to join our team. We are a wonderful group that cares about our patients in a fun and friendly atmosphere. Please forward your resume to MDS Box 1439.

ORAL SURGEON: Multispecialty dental practice seeking an oral surgeon to work one to two days per week. Compensation commensurate with experience. Interested candidates please submit CV to EHoyle@DentalAssociatesOfWalpole.com. Please visit our website at DentalAssociatesOfWalpole.com to learn more about our practice.

ASSOCIATE GENERAL DENTIST: Well-established, four-doctor group private dental practice is looking for an experienced and enthusiastic associate dentist for a part-time/full-time position, with the possibility of a full partnership for the right candidate. Senior partner to be retiring in the near future. Salary and percentage compensation contracts are available. Candidate must be a caring individual who is committed to providing quality patient care. Residency training (GPR or AEGD) or 1–2 years of practice experience would be helpful. Knowledge of CEREC or other digital systems would be a plus. Our patients are like family; we go above and beyond for them. We have a great working atmosphere and relationship with our long-term dedicated staff. We have three full-time and three part-time dental hygienists. Western Massachusetts is a great area to live and work in. If you are interested, please send a resume, including a cover letter, to Dr. Frank J. Mitera, Ludlow Family Dentistry, 257 Kendall St., Ludlow, MA 01056. Email dr.mitera@ludlowfamilydentistry.net. Fax 413.547.8909.

GENERAL DENTIST—PART-TIME, TAUNTON ORAL HEALTH CENTER. We have an immediate part-time position available in our Taunton office. The Taunton Oral Health Center is a general and restorative dentistry practice. We pride ourselves on our ability to provide high-quality, affordable family care. Our team is well known for their attention to detail and their ability to make all of our patients feel at home. Our newly renovated facilities are completely digital. We have been providing exceptional dental care to families in the Greater Taunton area for more than 10 years. Please send resumes to Jennifer. Redding@CMOHS.US or call 508.813.6549 and ask for Jenn.

EMA DENTAL OPPORTUNITY: Western MA. Seeking general dentist to expand hours at our East Longmeadow location and introduce a doctor to our patient base and to grow with us. Part-time one day a week now and one Saturday a month starting in the fall, opportunity to expand days in future. Educational possibilities with our great team of general dentists and specialists in our multi-doctor group practice setting. EMA Dental serving the Valley for 35 years, a private practice experience for doctors and patients. For additional information and to explore the possibilities, please contact info@emadental.com.

ASSOCIATE DENTIST: Growing, long-established general family practice in Milton seeks associate dentist part-time beginning September 2018, with potential for expanded hours in near future. Newly built facility. Energetic and motivated team approach. Prefer candidate with GPR and/or experience in endodontics and extractions. Benefits package included. Please contact MDS Box 1442.

MATERNITY LEAVE: Seeking a GP to cover a maternity leave in Westborough, mostly hygiene checks and light restorative. Two to three days per week for July and August, hours 8 am–4 pm. Per diem. Email ndiab6@gmail.com.

GENERAL DENTIST: Well-established, modern, busy dental office looking for a confident hard-working dentist for 2 to 5 days per week. Located in Dayville, CT. Please send resume to info@dentaldesigns.org.

ASSOCIATE DENTIST—SPRINGFIELD. Tremendous opportunity for a general dentist with sign-on bonus in our growing multispecialty practice. \$170K

To place a classified ad, visit massdental.org/classifieds to submit an ad online. Payment in advance, covering number of insertions, is required. Questions? Contact Connie Bailey at 800.342.8747, ext. 220.

50 words or less (per insertion) . . . \$55

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

MDS Box \$15 extra

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

guaranteed plus performance bonus. Full benefits include PTO plus vacation, medical, and dental insurance, 401(k), and fully paid malpractice, CE, and professional dues. This is a great opportunity with unlimited earning potential. Send resume today. Contact gblufo@newenglandfamilydentistry.com or 207.730.2360.

PART-TIME DENTIST POSITION IN SOUTHAMPTON: Growing modern general practice seeking an associate for two days. Position has potential for full time and leading to a partnership. Please submit a resume and cover letter to frontdesk@litturidental.com.

GENERAL DENTIST—An established multispecialty group practice is seeking a talented and motivated associate to grow with our team. The right candidate will be highly compensated and offered partnership. Please contact MDS Box 1443.

AUBURN, MA: EXPERIENCED DENTIST OPPORTUNITY. Seeking a dentist with 10-plus years of chair-side experience to work in our busy solo practice full-time. \$60K-plus monthly production, digital, staff, \$250K-plus annual income potential. \$175K salary vs. production with full benefits. Access to OS. Start within 60 days preferred. Please contact Molly McVay at 248.430.5555 or molly.mcvay@greatexpressions.com.

CHIEF DENTAL DIRECTOR. Growing non-profit health care center looking to fill leading role. Must be a motivated, team-building, and interpersonal professional. Responsible for the overall clinical operations of the dental department at a health center ensuring efficient operational activities and fiscal responsibilities, in addition to providing hands-on patient care. DDS or DMD, Massachusetts license, minimum five years of professional experience, two supervisory. Great pay and benefits. Apply at www.chcfhc.org. Please contact hr@chcfhc.org.

PART-TIME DENTIST OPPORTUNITY AT EAST BOSTON NEIGHBORHOOD HEALTH CENTER. The East Boston Neighborhood Health Center (EBNHC) is looking for a general dentist who will share in our mission and deep belief that exceptional care and compassion should be accessible for all patients. EBNHC is certified by NCQA as a level 3 Medical Home Model of Care and has been designated as a top place to work by the *Boston Globe* four years in a row. The dentist will work under general supervision of the dental director; the dentist will provide direct dental care for a patient panel. Candidates are required to be fully licensed in the Commonwealth of Massachusetts and have a DMD or DDS. The successful completion of academic requirements of an accredited dental school and residency are also required. Previous management experience required. Some East Boston Neighborhood Health Center Facts: More than 300,000 visits a year; 80,000 patients and growing; \$150M organization

Issue Ad Deadline

March-April February 1
May-June April 1
July-August June 1
September-October August 1
November-December October 1
January-February December 1

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.

strong; patients as diverse as the city we live in; one of the first of three centers in Massachusetts to become MA PCMH Prime certified; 24/7/365 emergency department; a leading role in elderly care providing PACE (Program for All-Inclusive Care for the Elderly); advanced technology and an amazing support staff; on-site lab and radiology services; staff interpreters and integrated behavioral health services; on-premise pharmacy; and on-site specialists for consultation. Competitive compensation and based on hours worked weekly, may offer benefits including health, dental, pretax spending accounts, 401(k) with health center match, life, disability, and a generous staff development benefit. Providers will be able to obtain privileges at Boston Medical Center. EBNHC provides excellent malpractice coverage; as a Federally Qualified Health Center, we offer coverage under FTCA as well as a second policy through commercial broker. A designated medical staff office supports non-clinical professional requirements of dentists. East Boston Neighborhood Health Center is proudly an equal opportunity employer. To be considered, please email a copy of your CV and letter of interest to Linda Panzini at panzini@ebnhc.org.

DENTAL DIRECTOR OPPORTUNITY AT EAST BOSTON NEIGHBORHOOD HEALTH CENTER. The East Boston Neighborhood Health Center (EBNHC) is looking for a dental director who will share in our mission and deep belief that exceptional care and compassion should be accessible for all patients. EBNHC is certified by NCQA as a level 3 Medical Home Model of Care and has been designated as a top place to work by the *Boston Globe* four years in a row. The dental director will work under general supervision of the chief medical officer; the dental director is responsible for the administrative and clinical development of the dental program. He/she will oversee the clinical performance of dental staff. The director will provide general dental care for a patient panel. The dental director is responsible for developing and implementing a plan for expanding EBNHC's oral health services. Candidates are required to be fully licensed in the Commonwealth of Massachusetts and have a DMD or DDS. The successful completion of academic requirements of an accredited dental school and residency are also required. Previous management experience required. Must have the ability to lead change in the dental department and possess excellent interpersonal, communication, and teaching skills. Some East Boston Neighborhood Health Center facts: More than 300,000 visits a year; 80,000 patients and growing; \$150M organization strong; patients as diverse as the city we live in; one of the first of three centers in Massachusetts to become MA PCMH Prime certified; 24/7/365 emergency department; a leading role in elderly care providing PACE (Program for All-Inclusive Care for the Elderly); advanced technology and an amazing support staff; on-site lab and radiology services; staff interpreters and integrated behavioral health services; on-premise pharmacy; and on-site specialists for

consultation. Competitive compensation and excellent benefits including health, dental, pretax spending accounts, 401(k) with health center match, life, disability, and a generous staff development benefit. Providers will be able to obtain privileges at Boston Medical Center. EBNHC provides excellent malpractice coverage; as a Federally Qualified Health Center, we offer coverage under FTCA as well as a second policy through commercial broker. A designated medical staff office supports non-clinical professional requirements of dentists. East Boston Neighborhood Health Center is proudly an equal opportunity employer. To be considered, please email a copy of your CV and letter of interest to Linda Panzini at panzinil@ebnhc.org contact.

REGIONAL OPERATIONS MANAGER. Our private practice is looking for a regional operations manager to lead our four offices. This position handles all non-clinical aspects of the practice, including financial performance and overseeing/coaching staff. This position offers competitive compensation and benefits, plus bonus opportunities. Qualified candidates may also be eligible for a sign-on bonus. Applicants must have at least five years of dental management experience, preferably with a multi-office practice. Position is based in Wakefield and requires travel to several offices in Northeastern Massachusetts. Please contact us for full job description or to submit a resume. Email: lisa.futureofdentistry@gmail.com.

ORTHODONTIST: Springfield, MA, and Hartford, CT. FT/PT orthodontist needed to join our multispecialty practice. Guaranteed salary plus commission. Full benefits: PTO plus vacation, medical and dental insurance, 401(k), and fully paid malpractice, CE, and professional dues. Great clinical knowledge is a must! Email resume to GBufo@newenglandfamilydentistry.com or call Gretchen at 207.730.2360.

GENERAL DENTIST PART-TIME. Looking for a skilled general dentist to join our team for 2–3 days per week. We have two offices with part-time openings: one office in Sturbridge, MA, and one in Nashua, NH. If either area is of interest, please reach out. Both practices have large patient bases, don't take capitation plans, offer lucrative earning potential, and have experienced staff. Private practice setting with group backing for support. Please contact Brett Blough at bblough@midwest-dental.com or 774.670.8875.

ASSOCIATE DENTIST WANTED: Associate doctor wanted in a general dental practice focused on quality care for 1–2 days week; possible long-term equity position. Our office is in a highly desirable North Shore location of upscale communities. We are located less than two miles to the ocean, 1/2 mile to great golf, 30 minutes to Logan Airport, and 45 minutes to downtown Boston. The office has a beautifully renovated reception and front office area and a brand-new top-of-the-line A-dec equipped operator. If the opportunity to join our quality-conscious, highly skilled, and compassionate team appeals to you, and you have at least 3 years' prior dental experience, please forward your cover letter and resume to dentalinquiries2015@gmail.com.

GENERAL DENTIST—SOUTHERN NH/NORTHERN MA BORDER. Great opportunity for the right candidate. Full-time associate position available in Southern NH/Northern MA office. Great earnings potential with great compensation. Candidate must have DDS/DM degree and be licensed to practice in the state of NH. Come join our great team. For more information and to schedule an interview, please send resume to ahmedhamada1986@gmail.com.

ASSOCIATE DENTIST MARLBOROUGH/RANDOLPH: Are you looking for an office where you can use all of your skills in a caring and upbeat environment? We are a fast-paced, rapidly expanding office looking

for an associate to join our dental team. Full-time/part-time in Marlborough. Part-time associate for our Randolph location. Our practice is searching for a skilled and experienced dentist with excellent communication skills to join our professional team. The ideal candidate for this position has worked with patients of all ages, is proficient in performing regular checkups and complex dental procedures, and is committed to the highest quality of patient care. Licenses: Massachusetts dental license, CPR license, DEA, controlled substance. Benefits: BCBS medical insurance, paid vacation, 401(k). Business training given, treatment plan acceptance, and how to speak to patients. Requirements: At least one year of dental experience. Please contact jessica@theuniondental.com.

SEEKING ASSOCIATE—WORCESTER. Busy, family-focused dental office in Worcester seeking productive and friendly dentist. Part-time or full-time. Great compensation package. Email resume to hrdentalresume@yahoo.com.

SEEKING GENERAL DENTIST—FRAMINGHAM: Well-established and growing private practice seeks a talented and enthusiastic general dentist to join our caring and energetic team. Candidate must be professional, enjoy a collaborative and fast-paced work environment, and have excellent communication skills. Prospective candidates must also be interested in working with state-of-the-art technology including CEREC and iTero scanning systems. Five-plus years of experience preferred. Interested candidates should send resume and cover letter by email to info@framinghamdentalcenter.com.

HILLCREST DENTAL CARE, INC., IN PITTSFIELD SEEKING FT GENERAL DENTIST. As providers of dental care in Massachusetts, we all are interested in continuing to make our communities healthier and we all contribute by treating our community members with the most compassionate and affordable care possible. In an effort to continue this mission, Hillcrest Dental Care, Inc., is looking to increase the number of providers to meet its current demand in both its Pittsfield and North Adams locations. First, some facts about Hillcrest Dental: 1) Our state-of-the-art facilities are equipped with electronic medical records and digital X-rays in each treatment room; 2) We provide all phases of dentistry including implants, periodontics, etc.; 3) We are the largest provider of MassHealth services in Western MA and among the top 5 in the state; 4) We serve special needs communities such as homeless veterans, individuals with developmental disabilities, brain injury survivors, military personnel ready for deployment, nursing homes, and children; and 5) We accept all types of private insurance plans and self-pay patients. Benefits to working with Hillcrest Dental: 1) Providers are paid a commission based on production, not collections; 2) We offer benefits including student loan pay-down program, health, life, and disability insurance, and paid maternity leave and sick time. In addition, we pay for general liability insurance and CEU credits; 3) We coordinate all billing, scheduling, patient contact, staffing issues, insurance contacts, instruments, equipment, and supplies; and 4) Scheduling is flexible and can accommodate part-time or full-time hours. Contact Kristen Elcox, Human Resource Manager, at kkelcox@hillcrestec.org.

ASSOCIATE DENTISTS, ORTHODONTISTS, ENDODONTIST, PEDIATRIC DENTIST, ORAL SURGEONS, AND ANESTHESIOLOGIST: We are seeking FT and PT associate dentists, orthodontists, endodontist, pediatric dentist, oral surgeons, and anesthesiologist for the practices we support in AZ, TX, DC, MA, MD, VA, CT, SC, GA, MS, OK, AR, IN, KY, and LA. We are looking for talented dentists who are interested in making a difference in the communities we serve while maintaining a healthy work/life balance with our flexible scheduling options. We offer growth and development through mentoring, leadership,

How to Reply to an Ad with a Private MDS Box Number

Reply to an MDS Box classified ad by emailing advertising@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.

and practice ownership opportunities. In addition, we offer competitive compensation packages. We may also offer student loan repayment, sign-on bonuses, relocation, 401(k), paid time off, health insurance, and license and CE reimbursements. We may also provide Visa and Green Card sponsorship. If interested, please contact Becky Lopez at ddsdoctorrecruiting@gmail.com.

GENERAL DENTIST—PT/FT: Milford, MA. Looking for a skilled general dentist to join our team for 2–3 days per week to start, and the position will turn into FT position for the right individual. Prefer candidate with GPR and/or a few years of prior experience. A long-standing office with great reputation, quality-oriented, and relationship-based. Great compensation package. Contact MDS Box 1444.

DENTIST, PORTABLE. Commonwealth Mobile Oral Health Services (CMOHS) is seeking a full-time, motivated, passionate, and fully licensed, U.S.-trained dentist to join our team. Commonwealth Mobile Oral Health Services is an award-winning portable dental program with close to 40 years of experience in Massachusetts and is continually expanding to meet the needs of our partners and patients. Currently, we have eight dental teams (dentists and assistants) who travel to more than 300 facilities throughout the state of Massachusetts including the Massachusetts public school systems, Head Start programs, pre-schools, WIC programs, Department of Social Services, and Department of Youth Services. CMOHS has a large internal infrastructure that provides support, supplies, billing, and scheduling for our dental providers. With our portable dental teams, we deliver comprehensive dental care to patients who are faced with barriers to accessing oral care. CMOHS is at the forefront of meeting the needs of the underserved, especially children from lower-income families and children of racial and ethnic minority. Here at Commonwealth Mobile Oral Health Services, you have the opportunity to work with other extremely talented, passionate, and fun people. These people are excited about the great mission of delivering high-quality comprehensive dental care to patients who face barriers to accessing dental treatment. If you enjoy meeting new people, working at different locations, becoming part of a team, and providing dental services to underserved populations for a generous commission-based compensation, then portable dentistry is for you. Please contact Jennifer Redding at Jennifer.Redding@cmohs.us.

DENTAL ASSISTANT (FULL- AND PART-TIME): We offer great benefits and competitive pay. Community Health Connections is a full-service community health center with four locations in Central Massachusetts. Our vision is to be the leading health care center, committed to eliminating barriers to care and building a healthier tomorrow for the communities we serve. As a dental assistant, you will be responsible for assisting during the examination and treatment of patients under the general and direct supervision of a dentist. We have part- and full-time opportunities available in Fitchburg and Gardner. We are seeking results-driven team players. Qualified candidates must be passionate about providing a superior quality of work. You must also be a resourceful problem solver who thrives in a fast-paced environment. High school diploma or equivalent required, 1 year related experience a plus, and Massachusetts dental assistant license required. Excellent interpersonal skills required. Must have ability to multitask and be computer literate. Demonstrated written and verbal communication

skills in English. Please visit <https://www.paycomonline.net/v4/ats/web.php/jobs?clientkey=173C4452CF6280FA694113A52343A617&jpt=>.

JOB OPPORTUNITIES WANTED

BOARD-CERTIFIED ENDODONTIST with more than 20 years' experience seeking 1–2 days/week in either an endodontic, multispecialty, or general practice in the Greater Boston area. Highly committed to providing high-quality, comfortable, and compassionate care. Contact endodonticopportunityngb@gmail.com.

PRACTICES FOR SALE OR RENT

DENTAL OPERATORIES AVAILABLE FOR RENT—LEXINGTON & NEEDHAM. Locations have four fully equipped and fully functional dental operatories available for sublease/rent per day or per month. Each operatory is equipped with digital radiography and is paperless. You are responsible for your own patient payments and office administration. The Lexington office is located minutes from Lexington Center and Interstate 95/Route 128 with ample parking and has a sedation permit D-A. The Needham office is located minutes from Needham/Newton Center and Interstate 95/Route 128. Both locations are available for rent Thursday through Sunday. Please email dmddds2014@gmail.com for more information.

SOUTH WEYMOUTH PRACTICE FOR SALE: General practice. Five years since opening. Owner retiring. \$400K-plus collections. Fifty to 60 new patients per month. Currently absentee owner. Practice operated by long-term associate four days per week. Perfect for owner/investor or solo practitioner. Three fully equipped rooms. All-digital office. High-visibility location on major highway. \$315K. For further information, please email bowdin1976@gmail.com.

MOVE-IN-READY DENTAL OFFICE SPACE IN SCITUATE: Located directly across from Greenbush commuter rail. 2,011-sq.-ft. space has four ops, plumbed for a fifth, private consult area, staff area, lab, and private back office. All existing furniture and dental equipment is in working condition and available for purchase. Ideal for any practice looking to move in and start treating patients right away. Call 617.792.4784.

DENTAL OFFICE WITH RESIDENTIAL MIX—Real estate commercial/residential mix-use, three-family for sale. One dental office with active files and full equipment, and two residential units; currently rented (\$3,500 income per month). Great location in Quincy. Please call Zahra at Century 21 at 617.320.5815 for more info.

SOUTHERN NEW HAMPSHIRE—Close proximity to Massachusetts border. GP available in quintessential community. Leased space: 1,200 sq. ft., four treatment rooms, EagleSoft, I/O cameras, Schick sensors, pano, soft-tissue laser, and CAD/CAM. Practice is highly profitable. Owner/seller providing some specialty services. Owner dentist looking to bring in FT associate providing for the ability to purchase the practice in the next 12 to 24 months. For details, contact Henry Schein Professional Practice Transitions Consultant Tyler Russell at 617.447.8760 or tyler.russell@henryschein.com. #NH117.

DENTAL CONDO FOR SALE: 1010 Main Street, Holden, MA. 757 sq. ft.; 1/7 of professional building. Two operatories, three plumbed. \$180K. Please contact 508.829.9112 or bferris395@yahoo.com.

MIDDLESEX COUNTY—GP in standalone professional building (available for sale) owned by seller. Downtown location, free parking. Well-equipped 1,600 sq. ft. with four ops, I/O cameras, digital X-ray, pano, electric handpieces, wand, and microscope. Revenues in excess of \$800K and profitable. For more on this practice, contact Henry Schein Professional Practice Transitions Consultant Tyler Russell at 617.447.8760 or tyler.russell@henryschein.com. #MA197.

DENTAL SPACE DIRECTLY ACROSS FROM BMC/BU MED CAMPUS. 1,200-sq.-ft. commercial condo (+700-sq.-ft. basement) available for sale or lease facing Boston Medical Center and BU Medical Campus (BU Dental School). Corner of Harrison Ave. and Worcester Sq. in Boston's beautiful and affluent South End neighborhood inhabited by doctors, professors, medical students, families, and young professionals. Visit EasternLandCo.com. Contact Steve Pleines at 617.286.3830 or spleines@easternlandco.com.

NEW PRACTICE LISTINGS: General office, Worcester area; five-operator dental office just outside of Worcester; collections \$860K; room for possible expansion; doctor retiring but will stay on during transition; real estate available as well. Small part-time perio practice located near University of Connecticut; perfect for satellite office or initial practice for young doctor; approximately 10 potential referring offices in the area; asking \$250K. Recently vacated office in E. Providence; doctor relocated; entertaining all offers. Please contact Lori Bell at lori@udba.biz.

FOR SALE: Established general dentistry practice in Boston for past 20 years. Owner retiring. Two equipped operator rooms, third room can be set up easily. Approximately 1,200 sq. ft., high-traffic location. Price drop \$60K or best offer. Call to request our information sheet. Contact Amin Shah at 617.787.5151 or aminshah@shahclan.net.

EXISTING DENTAL SUITE FOR LEASE OR SALE—GLOUCESTER. Cape Ann/Glooucester medical building with orthodontic practice, 1,450-sq.-ft. suite. Four to five exam/op rooms, reception, office and break area, ADA compliant, existing plumbing and equipment. Signage, adjacent to city's middle school and 500 feet from Lahey Hospital. Motivated ownership willing to be creative. Contact Kevin at 978.705.1144 or capeannpropertiesllc@gmail.com.

ORTHODONTIC OPPORTUNITY. Great location! Ortho and pedo practice in Norfolk County; highly desirable area. This practice is located on a main street with high visibility. Updated practice featuring four operatories, intraoral camera, digital radiography, panorex. Orthotrac software and Dolphin imaging. 1,200 sq. ft. of office space. This practice won't last! \$525K. Contact Paul Fallago at 866.211.9602 or info@almondefallagogroup.com.

ESSEX COUNTY NORTH SHORE NEAR NH BORDER: Rent with an option to purchase. We currently have available a sunny 1,400 sq. ft. office condo suite that is ideally suited for either a specialty or general dental practice. The highly regarded \$1M in collections OMS practice that is operating at the site can be purchased separately if desired. An active anesthesia permit is in place. The building is located in a very stable and desirable town and has plenty of onsite parking. Routes 195 and 128 are just minutes away. Located on the first floor, the suite is fully handicapped accessible. The current layout consists of four operatories, a front desk and waiting room, X-ray, sunny doctor's office, and two restrooms. Heat is included in the rent. Asking \$2,500/ month or BO. Contact Kim at 978.561.1407 or info@omspracticeexchange.com to discuss details.

SEEKING PRACTICES

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.

GP LOOKING TO BUY A PRACTICE. I am looking to purchase an established practice, \$700K+ within 60 miles of Wellesley. If you wish to sell your practice directly to me without fees and not dealing with corporations, I am interested in speaking with you. Please respond to swarovskymd@gmail.com or call 720.515.2049.

QUALIFIED BUYER: Highly skilled dentist comfortable in all phases of general dentistry looking to purchase a practice and to join a well-established team to provide dental care to the community. I am a qualified buyer who values the good opportunity and am willing to accommodate seller needs and terms. Location: Eastern MA, Worcester County. No brokers involved. I am happy to provide my resume and sign a non-disclosure. Please call 508.498.0967.

DENTIST IN EASTON LOOKING TO EXPAND CURRENT PATIENT BASE: If you are thinking about selling your practice and are near the town of Easton, I would like to speak with you regarding your current practice and long-term plans. Space sharing, mergers, and practice purchases are all possible. We have moved into a newly renovated building and can easily expand if needed. If you're interested, please contact me at tfh4@hotmail.com or 508.269.2636.

SERVICES

KEEP MORE OF WHAT YOU EARN: You work hard—let our business and tax services help you keep more of what you make. Practice advisory services, start-up advice, tax planning and preparation for you and your practice. Contact Todd Ellis, CPA, today at todd@elliscpas.com or 781.710.0852.

THE NEACD PRESENTS: Dr. Christian Coachman, CDT, DDS. A phenomenal learning experience from one of the masters of high tech. Saturday, October

6, 2018, Straumann USA World Headquarters, Andover, MA. Register at neacd.com.

NOW AVAILABLE: *Unhappy Patients: A Look at Dental Patients Complaints About Their Dental Care*. Based on the author's experiences handling dental insurance company complaints. By Curtis F. Smith, DDS, of the Washington State Dental Association. Available on Amazon for \$9.95 plus shipping: <https://www.amazon.com/Unhappy-Patients-Dental-Complaints-About/dp/0692103880/>.

BUYERS: We offer more than 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. 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. Email: arthur@thedentalbroker.com.

The JOURNAL Nabs Two Journalism Awards

THE JOURNAL OF THE MASSACHUSETTS DENTAL SOCIETY has been recognized by the International College of Dentists (ICD) with two awards in its national 2018 Journalism Awards. The Spring 2017 special wellness theme issue earned the Golden Pen Honorable Mention Award for its "outstanding series of dentists and wellness articles" and the Fall 2017 issue's editorial—"Our Profession's Image" by JOURNAL Editors Dr. David Becker and Dr. Arthur Schwartz—received the Leadership Article, Division 1 Award. You can read the award-winning JOURNAL online at massdental.org/journal.



MEMBER SAVINGS PROGRAM

MDS
MASSACHUSETTS
DENTAL SOCIETY
helping members succeed

At Your Service

Take Advantage of the MDS Discounts

Based on the combined buying power of its membership, the MDS has secured a variety of business discounts for its members.

A full list of MDS business services is available at massdental.org/atyourservice.

zation. My vision to maintain the vitality of the Massachusetts Dental Society as we move into the future focuses on three areas: Strengthening the Districts, Improving Communication, and Cultivating Membership.

Local Districts are an important part of the MDS because they are the grassroots of the organization and the first point of contact for all member dentists. I was honored to serve as an MDS Guest Board member, which provided me with state Board experience and an understanding of the dynamic between the state and local Districts. I am currently the Chair of the Boston District Dental Society and have been on the Executive Committee since its inaugural year, serving as Secretary, Program Chair, Vice Chair, and Chair-Elect. Creating a brand-new District presented challenges, and I understand that each District faces different obstacles to optimally engage its membership. In order to sustain strong Districts, it is important that the MDS provide necessary, customized resources so the individual Districts are able to fully provide member value. I also support a leadership pipeline that recognizes and supports District talent. When the Districts are strong, the MDS is best able to represent the interests of all dentists state-wide.

My vision also includes a new model of communication among the members, local Districts, and the MDS so that all members feel they are participating in the decision-making process at the state level. The development of distinct roles at each level for communication will allow for personal attention and contact. The new governance structure will improve communication between the state and the Districts, and as this reform is implemented, it will be imperative to have a leader with a depth of knowledge to communicate these changes. As a current and original member of the Governance Task Force since its inception three years ago, I am fortunate to have special insight regarding the coming governance changes. I will be able to provide a smooth transition having an intimate understanding of the governance reform objectives. I am also committed to the new term extension of the office to maintain stability and continuity of communication initiatives. This spring, I was honored to be selected to serve as the ADA First District Representative to the Council on Ethics, Bylaws, and Judicial Affairs. This unique qualification will enable me to communicate what is happening at the national level.

The diverse membership of the MDS encompasses a wide range of practitioners. I have experience working as an associate in private practice, faculty practice, and community health. I currently hold a faculty position at NYU Langone Health through the AEGD program at Fenway Health, where I am the assistant clinical director of dentistry. My experience in all of these areas allows me to relate to the majority of the MDS membership and will help cultivate new membership. I understand the history of the organization and respect traditional practices with a knowledge of how we have operated while also understanding the distinct needs of the new graduates. The climate today is vastly different for new dentists, who often graduate with staggering debt compared to dentists who graduated decades ago. In order for the MDS to remain relevant, we must find ways to represent and assist dentists in all phases of their careers.

I have been an active member of the Massachusetts Dental Society for more than 11 years. In addition to the offices I have held at the District level and experience at the state level on the Guest Board and Governance Task Force, I am a member of the first graduating class of the MDS Leadership Academy. I participate annually in Beacon Hill Day, attended ADA Lobby Day in Washington, DC, and have served on the MDS *Constitution and Bylaws* Committee.

For the last three years, I have been a member of the MDS House of Delegates Reference Committee, while also representing the Boston District as a delegate. I have volunteered at the Yankee Dental Congress and will be Co-Chair of Sponsorship in 2020. I was honored to be chosen for membership in the Pierre Fauchard Academy and to receive the MDS 10 Under Ten Award in 2016 and the MDS William McKenna Volunteer Heroes award this year.

I wish to thank those who have supported and mentored me throughout my involvement in organized dentistry. The success of our organization depends on dedicated leadership and as candidate for Vice President, I am committed to continuing this success while upholding the reputation and integrity of the MDS.

Meredith Bailey, DMD

pivotal time for dentistry, and we need people in leadership positions who understand this landscape, effectively communicate to the membership, and care about the future.

I have always cared about the future of dental practice in the state, but today, I am more engaged than ever. With dental therapists on the horizon, changes in the dental benefits industry, the emergence of corporate dental service organizations, and the implementation of a new governance structure by the Dental Society, the practice of dentistry is vastly different than it was when I graduated. The member dentists of the Massachusetts Dental Society need leadership that understands the challenges and cares about their future. Following in the path fortified by Drs. Ray Martin and David Lustbader and continued by Drs. Howard Zolot, Janis Moriarty, and Mary Jane Hanlon has allowed me to learn valuable leadership skills, but more importantly, to navigate successfully the external obstacles contaminating our profession. I want every MDS member to enjoy his or her practice experience and to belong to a strong, unified Dental Society.

MDS Immediate Past President Dr. Lustbader has stated that "effective and efficient organizations that produce real results engage the membership." This past year, I was fortunate to have been be a member of the MDS Governance Task Force, under the direction of Dr. Mina Paul. I was an early adopter to technology and social media, and believe that both will play an important role in the Dental Society. It is crucial that members spend their valuable and precious time corresponding in an efficient manner. Utilizing multiple communication platforms, both within and outside the sphere of social, digital, and traditional media, the 5,400 MDS members can form a powerful and influential network within a newly created innovative and productive governance structure.

I see a bright and brilliant future for the members of the Massachusetts Dental Society, but it is a future not without challenges. I want to be the person to lead the Society through the Petrified Forest and into the light of a brand-new day of satisfaction and success as the next MDS Vice President.

Thank you for your consideration,

L. Jeffrey Lowenstein, DMD

HIM Holds 5th Anniversary Gala

The Hispanic International Mission (HIM) held its 5th 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 a "smile for the forgotten" by leading humanitarian mission trips to help the underserved. Thus far, HIM has completed four humanitarian mission

trips—three to the Dominican Republic and one to Cabo Verde, West Africa. In October 2018, HIM is traveling again to Cabo Verde, West Africa, with a group of 22 delegates from eight countries including the United States.

MDS member Dr. Zuzana Mendez, a general dentist in Boston and HIM vice president, received the 2018 Humanitarian Mission Award at the gala, which also featured an address by MDS President Dr. Howard Zolot, who spoke about the importance of diversity in the profession.



MDS President Dr. Howard Zolot (right) joined HIM Vice President Dr. Zuzana Mendez and President/CEO Dr. Aidee Nieto-Herman (center) at the gala.

TWO-SESSION PROGRAM • DENTAL INSURANCE 101:

“How Can I Explain Dental Insurance to My Patients When I Don’t Understand it Myself?”

Thursdays, October 18 and 25

Registration: 5:00 pm, Seminar: 5:30 - 8:30 pm

1018 \$199 MDS Dentist/Auxiliary Member

1018A \$499 Non-MDS Member

CE Hours: 6 **LECTURE**

Audience: **Dentist • Office Staff**



Nancy Kagan, RDH,
founder, Summit Dental Partners, LLC



Blake Cohen,
practice management
consultant, Summit
Dental Partners, LLC



Marcia Richter,
key account manager,
PreViser Corporation

OCTOBER 18 • SESSION 1

- Understand insurance basics
- Create an effective financial policy
- Discuss successful communication tools that work
- Review how to navigate insurance websites
- Know what information to gather and why
- Explain how to utilize your dental software for insurance management
- Define a consistent protocol for eligibility and benefit checking

OCTOBER 25 • SESSION 2

- Describe how to calculate your patient co-payments with confidence
- Role play for effective verbal skills for collecting patient co-payments
- Understand how to submit claims right the first time
- Discuss electronic vs. paper claims
- Create a protocol for claim follow-up
- Identify how to post insurance payments correctly

PREPARING TO SELL OR PURCHASE A DENTAL PRACTICE

Friday, October 26, Registration: 11:30 am, Seminar: 12:00 - 2:00 pm

Complimentary light lunch provided by Bank of America Practice Solutions™

1026 \$20 MDS Dentist/Auxiliary

1026A \$105 Non-MDS Member

1026B \$5 Student

CE Hours: 2 **LECTURE**

Audience: **Dentist • Dental Student**

- Determine how to calculate the equity in your practice
- Know how to invest in your practice to increase value
- Discuss how to organize financials for the sale
- Develop a plan for an exit strategy
- Avoid the pitfalls of buying or selling a practice in today's market
- Investigate tax issues and financial planning tied to buying or selling



Tyler Russell,
practice transition
consultant, Henry
Schein Dental



David Miller,
vice president,
Bank of America
Practice
Solutions™

Bank of America

The Bank of America Practice Solutions™ grant has been applied to this program.

WEDNESDAY LUNCHTIME WEBINAR

**COMPLIMENTARY FOR MDS
MEMBERS AND STAFF**

**YOU DON'T HAVE TO LEAVE
YOUR OFFICE TO PARTICIPATE**

Login: 11:45 am

Seminar: 12:00 - 1:00 pm

**Registration Opens One Month
Prior to the Webinar**

**DENTAL LEGAL UPDATE 2018: Protect Yourself
and Your Practice**

Wednesday, November 7

CE Hours: 1

LECTURE

Audience:

Dentist



Richard Harold, DMD, JD, attorney admitted to the bar
in Massachusetts and an associate clinical professor at
the Tufts University School of Dental Medicine

- Understand the most common areas of legal vulnerability for dental practitioners
- Be up-to-date on new regulations and guidelines affecting dental practice
- Reduce legal risks by implementing safeguards into your dental practice
- Learn to prepare dental treatment records that exceed the standard of care
- Be able to prevent, defend, and cope with lawsuits and board complaints
- Obtain peace of mind by practicing more confidently and defensively

**For more information,
visit massdental.org/webinar.**

Learn more and register at massdental.org/ce for all of our 2018 courses.

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The Massachusetts Dental Society is an ADA CERP Recognized Provider. ADA CERP is a service of the American Dental Association to assist dental professionals in identifying quality providers of continuing dental education. ADA CERP does not approve or endorse individual courses or instructors, nor does it imply acceptance of credit hours by boards of dentistry. Concerns or complaints about a CE provider may be directed to the provider or to the Commission for Continuing Education Provider Recognition at ADA.org/CERP.