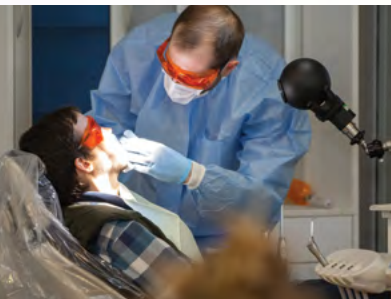


## Yankee Dental Congress 2019: Inspiring Innovation



In late January/early February, 26,000 dental professionals gathered at the Boston Convention & Exhibition Center (BCEC) for the Yankee Dental Congress, New England's largest dental conference. The conference, held Thursday, January 31–Saturday, February 2, presented attendees with the latest in continuing education (CE), dental equipment and technology, networking opportunities, and professional camaraderie.

Attendees from Massachusetts, New England, and beyond are drawn to Yankee every year because of the outstanding array of CE courses offered. This year's conference—the 44th Yankee—featured 300-plus courses to choose from, with more than one-third (112) free of charge, giving attendees even more bang for their buck. Some of the most popular speakers and courses included:

- Uche Odiatu—"Inflammation 911: A True State of Emergency"
- Jamison Spencer—"Sleep Apnea Appliances: Snore Guards, Splints, and Nightguards"
- Mary Govoni—"How to Work All Day and Go Home Without Aching All Over"
- David Bonner—"Grand Slam Indirect Restorative Dentistry"

The ever-popular Annual Interprofessional Symposium returned for a fifth straight year, offering insight into other health care methodologies and high-

lighting the importance of collaboration to provide the best care for patients. This year's symposium—"Eating Disorders: Food for Thought"—reviewed the various aspects of the diagnosis and treatment process of eating disorders, including dental restorative treatment. The importance of a multidisciplinary team approach and the pitfalls that can occur when there is a lack of communication among providers, as well as the unique challenges brought by treating patients with a history of bulimia, were also addressed.

The Yankee Fast Track day-long program this year was "Synergistic Digital and Analog Approaches to Esthetic Implant Therapy: Why, When, and How." This dynamic series of courses was designed to help attendees better understand digital dentistry, such as CAD/CAM in the use of implant placement, and how to incorporate digital dentistry into their practice for efficient, productive, predictable, and optimal implant clinical outcomes. Some other highlights from Yankee 2019's educational programs included:

- The New Dentist Itinerary, with free and discounted courses designed for those new to dental practice;
- "Let's Cut to the Chase: Human Cadaver Dissection for Local Anesthesia"—a hands-on course that gave attendees the opportunity to gain increased understanding and higher success rates for the administration of local anesthesia injections through cadaver dissection;

*Continued on page 7*

## Update on the Division of Insurance's March 8 Hearing on Delta Dental

The Division of Insurance (DOI) held a public hearing on Friday, March 8, on Delta Dental of Massachusetts' refiled fee methodology proposal for its Delta Dental Premier and Delta Dental PPO networks. Delta was asked to present information on the additional documentation it submitted to the DOI. Delta argued that its premiums are 37% higher than its competitors, and in order to stay competitive, it needed a new fee methodology process. Delta engaged an actuary to present her findings supporting its proposal.

Dr. David Lustbader, MDS Immediate Past President, has additional insight for members. "There is a lot of miscommunication being distributed about this hearing and related testimonies," he says. "To be clear, the DOI did not make any clarifying decisions regarding the rebasing. The DOI committed to reviewing the entire proposal and making a final decision in an undefined timeframe. It is the Society's position that DOI oversight of Delta is paramount; therefore, Delta

must remain in 176E, which protects our profession and allows the Society to request hearings on any future proposed modifications."

Prior to the hearing, the MDS asked consulting firm Charles River Associates (CRA) for an independent review of Delta Dental of Massachusetts' refiled fee methodology proposal and accompanying new exhibits submitted to the DOI. Specifically, the MDS requested the analysis to answer the following questions:

1. Is there any material or significant change from the first submission to the second submission?
2. Is there sufficient information to ascertain how much of a rebasing is needed?
3. Did the Delta Dental expert provide a reasonable interpretation of the salary data?

You can read CRA's analysis and get updates at [massdental.org/delta](http://massdental.org/delta).



## Some Thoughts About the Regional Trustee Position

*"If you're not changing the governance and structure of your association, you're going to run the risk of becoming irrelevant."—Rick Alampi, executive director of the New Jersey Veterinary Medical Association*

Last year, the House of Delegates approved resolutions for a new governance structure. The Society was charged with reporting to this year's House on how these changes will be implemented. The Board appointed a Task Force to develop that report and create a comprehensive process to smoothly transition the Massachusetts Dental Society's governance.

The Governance Transition Task Force, Chaired by Dr. Mina Paul, has been working hard this past year to develop a Governance Transition Plan for the 2019 House of Delegates. Her team includes Drs. Meredith Bailey, Robert Faiella, Robert Leland, and Anandi Pratap. The Task Force is being assisted by Kevin Monteiro (MDS director of government affairs), Ellen Factor (MDS director of dental practice and member engagement services), Colleen Chase (manager of executive office operations), and me.

To prepare for the Governance Transition Plan, the MDS Board has been discussing and reviewing various models of governance over the past few years at its annual retreats. One retreat was focused on the book *Race for Relevance* by Harrison Coerver and Mary Byers. The theme of the book focuses on overhauling the governance model of an organization to become or remain relevant. This book, along with intensive analysis, helped set our governance direction.

The Governance Transition Task Force is working on making sure all MDS leaders are knowledgeable about the plan so that they can help educate our full membership. Dr. Paul conducted two open sessions on the Governance Transition Plan with District and Committee leaders at Yankee Dental Congress 2019. She presented the plan to District Chairs and Co-Chairs at a meeting on March 25. In addition, Dr. Paul will be meeting with Districts that would like the opportunity to discuss the plan further between now and the House of Delegates.

The scope of the plan is too much for this article, so I want to focus of the Board governance changes with respect to the new Regional Trustee position. Coerver and Byers believe smaller competency-based Boards are more efficient. The Governance Transition Plan reduces our current Board from 14 Trustees and eight Officers (22 in total) to six Officers, six Regional Trustees, and one At-Large Trustee (13 in total). The plan also calls for the elimination of the Executive Committee and streamlines responsibilities to the more-nimble Board. The plan calls

for the elimination of the President-elect and Assistant Treasurer positions and a phase-in over two years to complete the transfer to Regional Trustee positions. The Task Force and the Board are in the process of developing preliminary roles and responsibilities for this new function.

This consolidation of Regional Trustee responsibility will strengthen the connection between the Society and our Districts. Regional Trustees will be actively engaged with District leadership to deal with emerging issues and current needs that Districts have, and bring that back to the Board. It will increase member-based communication between and among our District leaders, in my view.

I want to share some of the questions Coerver and Byers pose in *Race for Relevance* in the event that you are considering running for the Regional Trustee position. These may help you assess your skills as they relate to the new function on a competency-based Board:

- Do candidates know what it means to govern?
- Do they know the duties of care, loyalty, and obedience?
- Do they know that governing is much more difficult than managing?
- Do they understand the duties and functions of a Board and the role of the executive director?
- Can they give instances where they have been able to elevate their peers from micromanaging to governance?
- What have they done to show that they can make judgments in the interests of the entire membership and deal with conflicting interests?

Questions along these lines will probably be developed and asked of Regional Trustee candidates by the newly structured Leadership Selection and Nominations Committee, which is currently being populated in preparation for the coming transition. This Committee will be interviewing and selecting Regional Trustees. In addition, it will recommend the slate for Officer positions to the House of Delegates.

We will continue to keep you informed as we get closer to the House of Delegates and begin to implement the transition plan. Contact your District Trustee if you have any questions and need any clarification.

## Boston University Dental Student Elected National ASDA Speaker of the House

Anisha Pandya, Boston University Henry M. Goldman School of Dental Medicine '20, was elected speaker of the house of the American Student Dental Association (ASDA) at its House of Delegates annual meeting on March 2 in Pittsburgh. At the Boston University ASDA chapter, Ms. Pandya has held leadership roles as legislative liaison and executive committee member. Nationally, she was appointed to ASDA's Council on Advocacy as legislative coordinator and served as a student delegate to the ADA Annual Meeting. She has also held several advocacy positions on the district level. Ms. Pandya, who grew up in New Jersey, is active in oral health instruction and provides volunteer screenings for a variety of schools and organizations in the Boston area.



ASDA/Caught in the Moment Photography

# ADS CONNECTION

A Bimonthly Newsletter  
of the Massachusetts Dental Society

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# Advocacy

## Oral Health Legislation Introduced as New Legislative Session Kicks Off on Beacon Hill

This January marked the beginning of a new two-year legislative session in Massachusetts. With the start of the 191st session of the General Court, Massachusetts legislators filed a flurry of new bills on Beacon Hill. The Massachusetts Dental Society (MDS) is advocating for several bills that would impact you, your dental practice, and the oral health of the Commonwealth:

- **An Act Relative to Financial Services Contracts for Dental Benefits Corporations (H.1005/S.545)** would prohibit carriers from contractually setting fees for services for which the carriers do not provide payment.
- **An Act Relative to Transparency of Dental Benefits Corporations (H.3557/S.544)** would give the Division of Insurance (DOI) oversight of dental benefit plan premiums and fee reimbursements. All rate changes would be subject to the review and approval of the DOI. It also requires dental benefits companies to submit medical loss ratio data to the DOI and prohibits carriers from granting third-party access to a provider network contract or a provider's services and contractual discounts pursuant to a provider contract.
- **An Act to Improve Oral Health for All Massachusetts Residents (H.1916/S.1215)** is a reintroduction of the legislative agreement reached in April 2018 between leadership of the state's House of Representatives and Senate, as well as key advocates and stakeholders. The legislation aims to increase access to care for underserved populations by creating a new class of midlevel professionals called dental therapists. As a result of MDS advocacy, the bill includes commonsense requirements that protect patient safety

by ensuring master's level training of licensed therapists and supervision by licensed dentists. It also requires that at least 50% of their patients receive coverage through MassHealth or be considered underserved. Additionally, the legislation would require: oral health education for community health workers; education and assistance for local and regional boards of health related to the health benefits of fluoridated water in public drinking supplies; and a notification by all public schools to students' parents or legal guardians concerning the importance of oral health screenings.

- **An Act Relative to Dental Licensing Exams (H.1992)** would eliminate the live patient component of dental licensure exams and direct the Board of Registration in Dentistry to approve an examination that does not require the performance of any procedure upon a live patient.
- **An Act Relative to Anesthesia Coverage for Children Hospitalized for Dental Treatment (H.1030/S.618)** would require health care plans to provide coverage for anesthesia and outpatient treatment for dental care for children with disabilities, certain medical conditions, and all children under the age of six.

Additional legislation that the Massachusetts Dental Society supports includes measures to: restore MassHealth adult dental benefits; enable dentists to provide and bill for tobacco cessation counseling for MassHealth patients; promote healthy alternatives to sugary drinks by imposing a tax on sugar-sweetened beverages; require each child to receive a dental screening prior to entering kindergarten; and authorize the Department of Public Health to study and recommend strategies for reducing oral injuries in school sports. For more information on the MDS legislative agenda, visit [massdental.org/legislation](http://massdental.org/legislation).



## BEACON HILL DAY

Wednesday, May 1, 2019 | 9:00 am–2:30 pm, Omni Parker House, Boston

### REGISTER BY APRIL 10

Join your colleagues to speak directly with your legislators about the issues that affect your patients, your career, and the future of the dental profession.

[massdental.org/bhd](http://massdental.org/bhd)

#### Issues that will be discussed include:

- Increasing access to oral health care
- Proper oversight of dental insurers
- Ensuring appropriate training and supervision of midlevel dental professionals
- Dental plan transparency
- Reforming dental licensure exams

Questions? Contact:

**Marwa Alnaal, MDS government affairs coordinator**  
[malnaal@massdental.org](mailto:malnaal@massdental.org) • 508.449.6042

**For more information, visit: [massdental.org/bhd](http://massdental.org/bhd)**



# Practice Management

## MassHealth Reinstates Some Perio Coverage for Adults

New code/benefit frequency and limitation regulatory changes for certain periodontal codes for the MassHealth and Health Safety Net dental programs are taking effect on April 22. This coverage was reinstated by a line item in the Massachusetts state budget for FY19 that was signed into law by Governor Charlie Baker on July 26, 2018. The MDS actively advocates for the reinstatement of periodontal coverage for adult MassHealth patients.

The following procedures will be restored or coverage will be added effective April 22:

Code D4210: Gingivectomy or gingivoplasty—Four or more contiguous teeth or tooth bounded spaces per quadrant

Code D4211: Gingivectomy or gingivoplasty—One to three contiguous teeth or tooth bounded spaces per quadrant

Code D4341: Periodontal scaling and root planning—Four or more teeth per quadrant

Code D4342: Periodontal scaling and root planning—One to three teeth per quadrant

Other codes will be updated to show required documentation where codes are already covered. Additionally, providers should be aware that existing prior authorizations will not be transferred to MassHealth. Providers will need to resubmit for a new prior authorization under MassHealth coverage for services on or after April 22, 2019. Learn more at [massdental.org/MassHealth](http://massdental.org/MassHealth).

## Is Your Practice Green? It's Not Too Late

Earth Day is April 22, and this is a good time to remind dental practice owners that there are steps you can take to make your practice more environmentally friendly by adopting “green habits” to reduce waste and conserve energy. If you haven’t already implemented green policies at your practice, it’s not too late—and many solutions are free or inexpensive. The American Dental Association (ADA) has compiled a list of 80 green tips that you can adopt in your practice. Most of these tips are specific to dental practices, but there are some general green tips, as well, that can be incorporated into your practice or even your home.

To make your practice more green, the ADA recommends that you:

- Install an amalgam separator, which is not just green, but in many instances now required
- Plan office layouts to maximize natural light and ventilation
- Place indoor plants around the office
- Install a programmable thermostat to reduce HVAC costs
- Invest in a central vacuum system that uses no water and has an amalgam trap
- Use sensor-operated faucets and low-flow faucets and fixtures
- Use only chlorine-free, high post-consumer recycled paper products instead of traditional paper products
- Drink tap water as an alternative to bottled water
- Encourage recycling with clearly labeled and accessible recycling containers
- Conduct a practice energy audit

Find more green tips at <https://success.ada.org/en/practice-management/office-design/80-ways-to-make-your-dental-practice-green>.



## Practice Management Q&A



**Question:** Can my practice hire a dental assisting student without a dental assisting license to work in the practice over the summer?

**Answer:** Yes, provided that the student is enrolled in a school-approved (and monitored) externship at a private dental office, then the dental assisting student does not need a license. Dentists should check with the applicant’s school to make sure it is part of an approved program and if so, confirm that the externship includes summer employment.

Have a question? Call the Member Assistance Center (MAC) at 800.449.8747, option 5, or submit your question online.

## OnPay Joins Member Savings Program



The MDS has named OnPay as the exclusively endorsed payroll solution for MDS members through our Member Savings Program. OnPay provides a full-service

payroll solution, along with support available via chat, email, and phone. The platform integrates with accounting, time keeping, and attendance software, and was recognized as a top payroll solution by both *PC Magazine* and *Entrepreneur*. With the endorsement, MDS members can take advantage of preferred pricing and services to help make the switch to the solution smooth and easy.

“OnPay has a really great product,” says Shannon McCarthy, MDS director of sales and business development. “The company passed a rigorous request for proposal process with flying colors. We think that dentists will appreciate the simplicity of the platform and its excellent customer service.”

MDS members can expect to save 50% or more—with an average of \$1,500-plus a year—with OnPay compared to traditional payroll solutions. In addition, OnPay’s fee includes the automated processing of all state and federal tax payments and filings. Users also receive an error-free guarantee.

“We are so pleased to have received this endorsement,” says Mark McKee, president and chief operations officer at OnPay. “We already serve a large number of dentists across the country and see this as a chance to really expand our services within the dental community.”

As a special endorsement launch promotion, a practice that switches to OnPay will have all of its employee data migrated and receive the first month of payroll for free. Users have access to unlimited pay runs for a \$36 monthly base charge, plus \$4 per active person with no additional hidden fees.

For more information on OnPay, visit [massdental.org/onpay](http://massdental.org/onpay). To sign up for OnPay, visit [onpay.com/ada](http://onpay.com/ada) or call 877.328.6505.



# Practice Management

## Opioid Prescribing Rates Down for Massachusetts Dentists

The Massachusetts Department of Public Health recently released data detailing the opioid prescribing practices of dentists and oral surgeons from the state's Prescription Monitoring Program (PMP) comparing 2015 prescribing rates to 2018. For all dentists, total morphine milligram equivalent (MME) prescribing was down 56.21% from 2015 and prescription counts decreased 45.20%. Oral surgeons saw a decrease of 43.36% in total MME and 20.18% in prescription counts.

Table 1. Dental Prescribing (All Dentists): Change Over Time			
Dental Practice (All Dentists)	CY2015	CY2018	Percent Decrease
Prescription Count	316,126	173,245	-45.20%
Solid Quantity	4,865,974	2,238,094	-54.01%
<b>Total MME</b>	<b>31,550,288</b>	<b>13,816,946</b>	<b>-56.21%</b>
Days Supply per Patient	7.46	6	-16.67%
Number of Prescribers	4,216	3,407	-19.19%

Note: Dental Practice (all dentists) includes DDS, DMD, and oral surgeons. Number of Prescribers is based on a combination of professional degree specified in the Drug Enforcement Administration (DEA) file and self-reported specialty in the Massachusetts Prescription Awareness Tool (MassPAT).

Table 2. Dental Prescribing (Oral Surgeons): Change Over Time			
Dental Practice (Oral Surgeons)	CY2015	CY2018	Percent Decrease
Prescription Count	109,836	87,669	-20.18%
Solid Quantity	1,986,364	1,209,534	-39.11%
<b>Total MME</b>	<b>12,983,938</b>	<b>7,354,351</b>	<b>-43.36%</b>
Days Supply per Patient	3.72	3	-19.74%
Number of Prescribers	234	253	8.12%

Note: Dental Practice (Oral Surgeons) includes only self-identified oral surgeons. Number of Prescribers is based on a combination of professional degree specified in the DEA file and self-reported specialty in MassPAT.



Table 3. Dental Prescribing (All Dentists) and Physicians: Comparing Change Over Time						
Dental Practice (All Dentists)	CY2015	Dentists (All)		CY2015	Physicians <sup>1</sup>	
		CY2018	Percent Decrease		CY2018	Percent Decrease
Prescription Count	316,126	173,245	-45.20%	2,552,370	2,049,869	-19.69%
Solid Quantity	4,865,974	2,238,094	-54.01%	148,096,381	106,172,217	-28.31%
<b>Total MME</b>	<b>31,550,288</b>	<b>13,816,946</b>	<b>-56.21%</b>	<b>3,550,726,391</b>	<b>3,150,233,738</b>	<b>-11.28%</b>
Days Supply per Patient	7.5	6.2	-16.67%	54.1	64.4	19.09%
Number of Prescribers	4,216	3,407	-19.19%	13,984	13,288	-4.98%

Note: Dental Practice (All Dentists) includes DDS, DMD, and oral surgeons. Number of Prescribers is based on a combination of professional degree specified in the DEA file and self-reported specialty in MassPAT.

<sup>1</sup>For purposes of this analysis, the "Physicians" group was limited to MDs and did not include DOs (i.e., osteopaths).

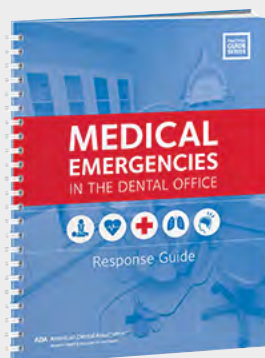
## ADA Offers Comprehensive Guide for Medical Emergencies

Do you and your staff know what to do if a patient in your waiting room undergoes cardiac arrest or loses consciousness? It's critical that the entire dental team be prepared for what to do in the event of a medical emergency in the office, and the ADA's new guide *Medical Emergencies in the Dental Office* helps you and your team be better able to respond to a variety of situations, with step-by-step guidance for 13 specific emergencies. The guide covers:

- Recommended equipment and supplies for a dental emergency kit
- Staff assignments during an emergency and the responsibilities of each role
- Dealing discreetly with other people in the office during an emergency, such as other patients and the medically distressed person's spouse or caretaker

The guide also includes the following training videos: "It Won't Happen Here"; "My Role in a Crisis"; "Using Medical Equipment"; and "Crisis in a Clinic".

Make sure your team is ready to face a medical crisis in the office. To order *Medical Emergencies in the Dental Office*, visit [ADAcatalog.org](http://ADAcatalog.org) or call 800.947.4746.



## CareCredit Integrates into Henry Schein's Dental Practice Management Software Solutions

CareCredit, the provider of patient financing and MDS Member Savings Program partner, and Henry Schein, Inc., have announced the



integration of CareCredit's financing tool into Henry Schein's dental practice management software solutions. The integration offers dental practices more financing options for their patients. CareCredit provides flexible financing options for families who may not be covered by insurance.

"It's a big win when we can improve processes and remove barriers that providers and their teams face daily, and save them time in their busy day," says Dave Fasoli, CareCredit CEO.

CareCredit integrates into Dentrix and Easy Dental, which are practice management software solutions that Henry Schein One offers to dental professionals. CareCredit will give Henry Schein's customers the ability to process CareCredit transactions that automatically write back to the ledger, which can help save time and minimize human error.

Practice teams that accept CareCredit and use Dentrix and Easy Dental practice management software should contact their software provider for more information and to request a demo of the integration features.

For more information on CareCredit, visit [massdental.org/carecredit](http://massdental.org/carecredit).

# Practice Management



from the  
**MDS**  
MASSACHUSETTS  
DENTAL SOCIETY  
**Dental Practice and  
Benefits Committee**

## Educate Parents on Brushing

A recent study by the U.S. Centers for Disease Control and Prevention (CDC) found that nearly 40% of children ages 3 to 6 use too much toothpaste when brushing their teeth. The MDS Dental Practice and Benefits Committee encourages dentists and dental hygienists to take the time to visually show parents/guardians the correct amount of toothpaste, which according to both the CDC and the American Dental Association (ADA), is no more than a pea-sized amount, to avoid possible fluorosis.



Image Source: ADA

Every Monday, the MDS Dental Practice and Benefits 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 at [massdental.org/insights](http://massdental.org/insights). Have a tip to share? Submit it to [membership@massdental.org](mailto:membership@massdental.org).

## UPS Offers MDS Members Flat-Rate Pricing and Shipping Cost Savings



In February, MDS Member Savings Program partner UPS announced that MDS members who are enrolled in its shipping program can receive increased savings. Through UPS, MDS members can enroll in the program to receive new lower flat-rate pricing with savings of:

- 45% on domestic next day/deferred shipping costs
- 25% on ground commercial/residential
- 10% on UPS Next Day Air Early
- And free UPS Smart Pickup service through the flat-rate pricing program

Current program enrollees **must** call 800.MEMBERS to receive the improved shipping rates. If you're already a UPS customer, call the same number to check to see if your current UPS account is linked to the ADA Member program. First-time enrollees in the UPS savings program can also call or visit [savewithups.com/ada](http://savewithups.com/ada).



## Dental Assistant License Crack Down

At a recent Board of Registration in Dentistry (BORID) meeting, BORID discussed the increasing number of cases of dental assistants practicing without a license, an expired license, and/or without sufficient continuing education credits. Due to this persistent issue and a concern for patient safety, BORID is considering, as a matter of policy, increasing penalties against dentist-owners who employ and allow auxiliaries to practice without a valid license.

The MDS Dental Practice and Benefits Committee reminds members that all dental assistants practicing in your office **must** be licensed. Don't risk it—make sure your dental assistants are practicing under a current license for your protection and your patients' protection. The licenses for all dentists, dental assistants, and dental hygienists in your practice should be posted and visible—check your license postings today to be sure they are all current.

**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



# Yankee Dental Congress

Yankee Dental Congress 2019: Inspiring Innovation, continued from page 1

- The Morning Team Huddle “Hot and Bothered: Science and Strategies for Managing Oral Systemic Inflammation” detailed strategies for optimum overall health, giving attendees tangible action steps for decreasing inflammation for both themselves and patients;
- igniteDA @ Yankee focused on the changing role of the dental assistant in the practice, with programs designed specifically for clinical assistants and cross-trained assistants;
- AADOM Day @ Yankee, where dental practice management professionals participated in an all-day dental office management enhancement program, including a networking roundtable; and
- RDH @ Yankee, with CE courses and events from *RDH Magazine* and RDH Under One Roof.

## Exhibit Hall Floor

With 420-plus exhibiting companies, Yankee’s Exhibit Hall is another big reason people come to Boston’s Seaport District in late January. The Exhibit Hall Floor gives attendees one-stop shopping for equipment and supplies, and an opportunity to learn about advances in dental technology. The Exhibit Hall also continues to be a source of quality education programs, including:

- Live Dentistry Pavilion, where attendees learned from top clinicians as they performed live procedures;
- The Health and Wellness Pavilion, which was presented by the MDS Dentist Health and Wellness Committee (see article on page 8)
- The Crest + Oral-B Center for Excellence, a new addition to Yankee, featured discussions on a wide variety of topics, such as tools to improve patient care, new protocols and treatments in periodontal therapy, the identification of systemic illnesses that affect oral health, and oral pathology; and
- Henry Schein Dental Office Pavilion, where attendees test drove cutting-edge dental equipment and technology and met with New England-based equipment and technology specialists, project managers, space-planning designers, and financial planners who answered questions and took them through the necessary steps to upgrade their practice.

The Exhibit Hall Floor was abuzz with two well-received MDS-sponsored shopping incentive programs—the “Spend and Get Event” and the “Super Saturday Raffle.” On Thursday, January 31, the first 750 participants who made a minimum purchase of \$500 from a Yankee exhibitor and brought their receipt to the Information Booth received a \$50 American Express gift card. Two days later, the Super Saturday Raffle rewarded

10 lucky winners every hour who purchased at least \$100 on the Exhibit Hall floor with a \$100 gift card.

## Social Events and Networking

While Yankee’s CE and exhibitors are indeed the big attraction, many attendees come to Yankee for the chance to reconnect with colleagues and dental school friends. With this in mind, the conference also offered a variety of social and networking opportunities for dental professionals.

MDS member dentists who stopped by the MDS State Lounge had the chance to try their luck with the Spin to Win wheel. Prizes included a golf bag, Fitbits, Amazon and Ace Ticket gift cards, Apple AirPods, and sports bottles. The MDS State Lounge was also the site of daily networking receptions where members could mix and mingle with First District colleagues while enjoying tasty food or a refreshing beverage. Saturday saw the return of Family Time, which featured breakfast and activities for the whole family, including face painting and a Build-a-Bear Workshop.

On Thursday night, the Westin Waterfront was the site of Yankee’s kickoff celebration with “Dueling Pianos.” Attendees were treated to two hours of high-energy dueling pianos, sing-alongs, drinks, snacks, prizes, and casino games—and even an impromptu medley by MDS Executive Director Dr. Robert Boose and MDS Past President Dr. Alan Gold. On Friday, several dental schools—including all five New England dental schools, as well as dental schools from Case Western Reserve University, Columbia University, the University of Pennsylvania, and the Ohio State University, and the Forsyth/MCPHS University—held alumni receptions.

Yankee wrapped up on Saturday with the Presidential Awards Ceremony, which recognizes outstanding dental professionals in New England, and the Annual American Student Dental Association District 1 Debate, where dental students from the five New England dental schools, along with a team of pre-dental students, gather for a friendly round of competition (see article on page 8). At the Awards Ceremony, MDS Past President and Past Speaker of the House Dr. Charles Silvius received the prestigious Etherington Award for his years of service to organized dentistry at the state and national levels. In addition to the Yankee awards (see the full list at right), several members were recognized for honors they received from the Society in the past year: the 2018 William McKenna Volunteer Heroes, the 2019 10 Under Ten recipients, and the First District Leadership Academy participants.

In keeping with its tradition of excellence, Yankee 2019 provided dental professionals with a multitude of opportunities for professional development, networking, and fun, all while “inspiring innovation.”

## Yankee Dental Congress 2019 Award Recipients



**Etherington Award**  
Charles L. Silvius, DDS



**Clinician of the Year Award**  
David Harte, DMD



**Elizabeth A. Baer Achievement Award**  
Tiffany Sum, CDA



**Hygienist of the Year Award**  
Katherine Soal, RDH



**John Golden Award**  
Anthony Giamberardino, DMD



**Volunteer Award for Auxiliaries**  
Pamela LaCerte, RDH



**Armen Nalband Award**  
Matthew Fantasia, DMD



**Vivian Chaput Award**  
Barbara Wasserman



**John T. Griffin Technician of the Year Award**  
Ira Dickerman, CDT





# Yankee Dental Congress

## Health & Wellness Pavilion Is a Hit at Yankee

With the goal of helping dentists and staff better understand the importance of their well-being, the MDS Dentist Health and Wellness Committee (DHWC) sponsored a Health & Wellness Pavilion at Yankee Dental Congress 2019. Hundreds of attendees visited the Health & Wellness Pavilion and took advantage of personalized postural analysis, chairside yoga classes every hour on the hour, nutritional analysis and recommendations, and body composition scanning and consultation. Pavilion attendees were also entered into a raffle, with the grand prize of food sensitivity testing being won by Dr. Phuong Dao. Other raffle prizes included a gift basket with sleep-related products won by John Sobhani and a gift basket of healthy foods won by MDS Past President Dr. Andrea Richman.

"The MDS Dentist Health and Wellness Committee has the opportunity to help improve the lives of dentists, as well as their staff and families," says Dr. Sean Rayment, DHWC Chair. "There are many areas where we can provide resources and information for our constituents, and we have some very exciting programs coming up in 2019."

The DHWC's next project is sponsoring a team for the Color Run at Gillette Stadium on June 9. Register online at [thecolorrun.com](http://thecolorrun.com) and select Massachusetts Dental Society as your team. Use the code MADENTAL at checkout to register at the discounted rate of \$9.99 plus processing fee. The DHWC is also offering free speakers on health and wellness topics to present at District events. Contact your District Chair if you are interested in having a speaker deliver a wellness presentation to your District Dental Society at an upcoming meeting or if you have any suggestions for how the DHWC can help dentists improve their well-being.

## Students Argue the Issues at the 10th Annual ASDA District 1 Debate

The 10th Annual ASDA District 1 Student Debate helped close out Yankee Dental Congress 2019 on Saturday, February 2. Hosted by the Massachusetts Dental Society (MDS) and the American Student Dental Association (ASDA), the debate featured multiple rounds of friendly competition between all five District 1 dental schools plus a pre-dental team. In the first round, Jae Chun Kim and Alex McKenna from the University of Connecticut School of Dental Medicine debated Arjun Gupta and Sho Taniguchi from the Tufts University School of Dental Medicine (TUSDM) on the topic of PGY-1 as an optional pathway to initial licensure. In the second round, Adam Gray and Katie Zefran from the University of New England College of Dental Medicine debated Taylor Paek and Rujuta Shukla from the Boston University Henry M. Goldman School of Dental Medicine on whether new dentists choosing to work in a corporate dentistry setting is beneficial or detrimental to the dental profession as a whole. In the third round, Mark Berenshteyn and Faraz Shamsi from the Harvard School of Dental Medicine (HSDM) debated Sara Ha and Camron Rivera from Northeastern University representing a pre-dental team on whether dental school curriculum time should be devoted to continuing to teach amalgam techniques or if it should focus on other materials such as composite. The TUSDM team took home the winning trophy, presented by ADA President Dr. Jeffrey Cole and MDS President Dr. Howard Zolot, after a final round against HSDM.



MDS President Dr. Howard Zolot (left) and ADA President Dr. Jeffrey Cole (right) congratulate TUSDM debate winners Sho Taniguchi and Arjun Gupta.



Congratulations to Student Poster Session winners (from left) Devon Ptak, Stephanie Jameson, Maria Gray, and Abdelrouf Suwid.

## Student Poster Session at Yankee

Yankee Dental Congress 2019 once again featured the popular Student Poster Session on Saturday, February 2, 2019. Students from 18 dental schools, hygiene programs, and colleges presented their latest research. Grants from the International College of Dentists and the Massachusetts Section of the Pierre Fauchard Academy helped fund the program. Congratulations to the winners:

**Abdelrouf Suwid** (post-doctorate student from Boston University Henry M. Goldman School of Dental Medicine): "Engineering Novel Models for Craniofacial Bone Regeneration"

**Devon Ptak** (pre-doctorate student from Tufts University School of Dental Medicine): "Evaluation of Treatment Outcomes in Obstructive Sleep Apnea Patients Treated with Mandibular Advancement Devices at an Academic Institution"

**Maria Gray and Stephanie Jameson** (hygiene students from Mount Wachusett Community College): "The Risks vs. Benefits of E-Cigarettes and Vaping"





# inspiring **innovation** 2019







# SAVE THE DATE

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# MDS Foundation

## Dr. Casey Jones Makes Dental Education Entertaining and Accessible

MDS Foundation Ambassador Dr. Cassandra “Casey” Jones is bringing her multi-faceted dental education program back for a second time. Dr. Jones, a general dentist in Lee and member of the Berkshire District Dental Society, brings dental education to her community along with her practice partner Dr. Jay Wise. With the support of her office and the MDS Foundation Ambassador Program, Dr. Jones recently participated once again in the WSBS radio program “Let’s Talk.” The segment, which aired on February 15, 2019, provided Berkshire residents with another resource to learn about children’s oral health. The MDS Foundation Ambassador Program financially assists MDS members looking to develop an oral health community service program that benefits residents in their community.

When Dr. Jones is not in her office or at the radio station, you can find her surrounded by a classroom of excited students, such as those at the Morris Elementary School in Lenox. There, Dr. Jones engages in puppet shows, tooth brushing games, and one-on-one interaction with the students to show children that not only can oral hygiene be fun, but so can the dentist, all while providing them with a solid framework for proper oral hygiene.

To learn more about the work of the MDS Foundation or how you can become an MDS Foundation Ambassador, visit [massdental.org/foundation](http://massdental.org/foundation).



Dr. Casey Jones uses her MDS Foundation Ambassador grant to help make oral health fun for the young students at the Morris Elementary School in Lenox.



MASSACHUSETTS  
DENTAL SOCIETY

FOUNDATION

## Ambassador Program

Join your colleagues in giving back to your community through the MDS Foundation Ambassador Grant Program!

**To learn more and apply, visit [massdental.org/ambassador](http://massdental.org/ambassador).**

## Dr. Roderick Lewin Honored by the Wachusett District Dental Society

Dr. Roderick Lewin, a long-time MDS member, former Trustee, and true hero in dental advocacy for the underserved, was honored on Tuesday, March 12, 2019, by the Wachusett District Dental Society for his contributions to organized dentistry. In conjunction with the award from the Wachusett District, Dr. Lewin was also personally presented with a Senate Citation from Senator Dean Tran (R-Fitchburg).

Throughout Dr. Lewin’s career and even after his retirement, his dedication and passion for the people he serves has been immeasurable. Dr. Lewin was a key player in bringing oral surgery services to Fitchburg’s Community Health Center, which provides medical and dental services to homeless, uninsured, and Health Safety Net patients. The health center is just a small fraction of the good will that Dr. Lewin shares. Through his dedication to the families of Honduras over the past 35 years and as one of the founding members of the “New Faces” program at the Ruth Paz Hospital for Burns and Surgery in San Pedro Sula, he has helped to relieve pain and restore smiles to thousands of Hondurans.

During the District event, it was evident how well regarded Dr. Lewin is with his peers, many of whom spoke of their bond with their esteemed colleague and how he has taught them the importance of giving back. They reminisced of their travels to Honduras with Dr. Lewin, and how they have carried on the legacy of his work there. Dr. Lewin has been honored by many organizations, but the relationships and programs he has built will ensure that his impact will continue to grow and provide the gift of dentistry to those most in need for years to come.



Dr. Roderick Lewin (left) is presented with a Senate Citation for his charitable work from Fitchburg Senator Dean Tran (right) as Wachusett Secretary Dr. Brian McDowell looks on.

# YANKEE INSTITUTE 2019 CONTINUING EDUCATION

Register now at [massdental.org/ce](http://massdental.org/ce)

## STEVE STONE, DMD, 27TH ANNUAL PROGRAM OF CONTINUING EDUCATION FOR THE ALLIED DENTAL HEALTH PROFESSIONAL BREAKFAST AND LEARN

Sunday, April 28

### MIND BODY PROFESSIONALISM

9:00 am–12:00 pm • CE Hours: 3 • LECTURE

Location: The Verve Crowne Plaza Hotel, 1360 Worcester Street, Natick, MA 01760

The following grants have been applied to this program:



Christina DiBona  
Pastan, DMD

## HUMAN RESOURCE MANAGEMENT PROGRAM

CHOOSE THE ENTIRE FOUR-SESSION PROGRAM OR REGISTER FOR PACKAGE 1 & 2 or 3 & 4

Mondays, April 29, May 6, 13, 20 • 5:30–8:30 pm • LECTURE

CE Hours: 12 (4-Session Package) • 6 (2-Session Package)

**APRIL 29** SESSION 1: EMPLOYMENT LAWS AND RISK MANAGEMENT

**MAY 6** SESSION 2: EMPLOYEE POLICIES AND DOCUMENTATION

**MAY 13** SESSION 3: RECRUITING AND RETENTION

**MAY 20** SESSION 4: PERFORMANCE MANAGEMENT AND TERMINATION



Laurie LaBrie



Kathy Pauzé

### RADIOLOGY CERTIFICATION PROGRAM

Lunch is included the day of the lecture session only.

Thursday, May 2 • LECTURE SESSION: MDS Headquarters • 8:30 am–4:30 pm

Saturday, May 4 (Choose one) • CLINICAL SESSIONS

Boston University Henry M. Goldman School of Dental Medicine

Lecture 5/2 Clinic 5/4 7:30–11:30 am

Lecture 5/2 Clinic 5/4 10:30 am–2:30 pm

CE Hours: 11 • LECTURE/HANDS-ON



Mary Ellen Sholes

## TWO NEW PROGRAMS

### BOTOX® & DERMAL FILLERS

Wednesday, July 10, and Thursday, July 11

#### THE COMPLETE FACE: BOTOX® WITH CADAVER REVIEW WORKSHOP

Wednesday, July 10 • 8:00 am–12 pm and 1:00–5:00 pm

CE Hours: 8 • HANDS-ON



Gigi Meinke, DMD

#### DERMAL FILLER TRAINING WITH CADAVER REVIEW WORKSHOP

Thursday, July 11 • 8:00 am–12 pm and 1:00–5:00 pm

CE Hours: 8 • HANDS-ON



Visit [massdental.org/ce](http://massdental.org/ce) for additional 2019 courses.





### ADA FDI World Congress 2019 in San Francisco

To create a more impactful dental meeting for attendees, guests, and exhibitors, the American Dental Association (ADA) and the FDI World Dental Federation have joined together to host the ADA FDI World Dental Congress in San Francisco from September 4–8, 2019. The meeting will be held with support from the California Dental Association and San Francisco Dental Society.

There will be much to celebrate at the meeting, including the 160th anniversary of the ADA, the 150th anniversary of the San Francisco Dental Society, and the culmination of a successful presidential term for our own ADA member and FDI President Dr. Kathryn A. Kell. According to Dr. Kell, this will be one of the largest exhibitions ever seen at FDI's World Dental Congress. She believes this meeting will give attendees and exhibitors from across the globe the opportunity to meet on the exhibit floor and in networking events, fostering new opportunities to learn from colleagues.

Basic registration for the ADA FDI World Dental Congress is free for ADA members and all North American attendees. Additional efforts are planned to enhance the attendee experience, including simple, a la carte pricing for continuing education (CE) and events, digital ticketing, and the availability of an optional VIP upgrade. Registration opened on February 13 and CE courses and event tickets are being offered on a first-come, first-served basis, so attendees are encouraged to register early. Now is the time to act quickly and register for the 300-plus CE courses that are truly the star of this joint meeting. Participants can plan their course schedules using the Course Planner site linked from [ADA.org/meeting](http://ADA.org/meeting) and then proceed to the ADA FDI 2019 registration site to enroll in the courses. All courses, including free courses, require pre-registration.

CE highlights for 2019 include:

- Workshops and CE for every interest, including “Botox Therapy for Every Dental Practice”, “New Minimally Invasive Composite Techniques”, and “A Mixed Bag of Practical Oral Lesions in Tots and Teens”
- The Dental Sleep Medicine Conference will feature three leading experts in dental sleep medicine. They will explain the ADA Policy Statement on the Role of Dentistry in the Treatment of Sleep-Related Breathing Disorders while educating attendees on the latest in medical science and professional guidelines and protocols. The conference offers 14 hours of CE credit.
- Best of ADA—ADA Council, ADA Foundation, and ADA Commission courses showcase the work of ADA leaders and staff, including “International Dental Volunteer Projects: Best Practices”, “Social Media and Other Electronic Communication in Dentistry”, and “Unrelenting Greed: A Peek into the Mind of an Embezzler.”
- The Women in Dentistry Leadership Series features three keynote speakers—Alison Levine (team captain of the first American women's Everest expedition), Alison Ledgerwood (professor and Chancellor's Fellow at the University of California, Davis, and popular TEDx speaker), and Heidi Hanna (integrative neuroscientist and expert on stress)—as well as workshops and fireside chats associated with each presentation.
- The New Dentist Conference will explore the future of dentistry, with keynotes presented by Drs. Miguel Stanley and Marko Vujicic. This two-day conference features CE designed for

dentists who graduated from dental school less than 10 years ago, along with dental students. Participants can earn up to 15 hours of CE credit.

- Cadaver workshop is a full-day course on “The Cutting Edge—A Human Cadaver Dissection for Local Anesthesia” taught by Drs. Alan W. Budenz and Mel Hawkins. The workshop offers 8 hours of CE credit.
- A Taste of San Francisco social event and Gala Dinner, with more information forthcoming
- The ADA Practice Success Theater—new in 2019—will be located on the exhibit floor, featuring well-known speakers sharing crucial information about marketing, social media, HIPAA liability, managing finances, staff recruitment and retention, and more.
- ADA Leaders' Celebration

I am looking forward to this amazing opportunity that will bring together leaders and speakers from all over the world to San Francisco. Besides the stellar CE offerings and many exciting social events, this is a gathering in the United States of leaders from around the world in the profession of dentistry, leaders in the dental industry, and practitioners from all walks of life. This will be my final meeting as a part of the ADA/FDI delegation, and I am very proud of the work and effort our association staff and volunteer leaders have dedicated to arranging and organizing this very exceptional conference. I hope to see you there!

To learn more about the ADA FDI World Dental Congress and to register and start planning your trip, visit [ada.org/meeting](http://ada.org/meeting).

You can always contact me with any questions at [fischj@ada.org](mailto:fischj@ada.org).

### MDS Members Serving on the National Level

In addition to offering their knowledge and time at the state and local levels, MDS members also are appointed to represent their peers at the national level on American Dental Association (ADA) Councils, Commissions, and Committees. The following members are currently serving organized dentistry at the ADA level:



Meredith Bailey, DMD (Boston District):  
Council on Ethics, Bylaws and Judicial Affairs



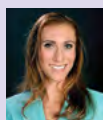
R. Bruce Donoff, DMD, MD (Boston District):  
Council on Dental Education and Licensure



Andrea Fallon, DMD (Valley District):  
New Dentist Committee



David M. Kim, DDS  
(Boston District): Commission  
for Continuing Education  
Provider Recognition



Jennifer Korzeb, DMD  
(Merrimack Valley): Council  
on Dental Education  
and Licensure



Cataldo Leone, DDS  
(Boston District): Joint Commission  
on National Dental Examinations



Michael Wasserman, DDS  
(Berkshire District): Council on Advocacy  
for Access and Prevention

**JOB OPPORTUNITIES AVAILABLE**

**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 to \$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@holyokemalldental.com.

**GENERAL DENTIST ASSOCIATE IS NEEDED** for a busy general dental practice in Southern NH; 65% FFS and 35% dental insurances. Great income opportunity for the right candidate. One-hour driving distance from downtown Boston. PT position leading to FT. At least 3 years of experience in general dentistry including oral surgery and endo. Good communication skills, flexibility, ability to work independently, knowledge of insurances are a must. Please send your resume to wingsbmdental@gmail.com.

**GENERAL DENTIST:** Fantastic opportunity to join a highly successful private practice in Western MA. Outstanding compensation package, average of \$250K to \$350K. Guaranteed \$1K daily draw, health insurance, 401(k), and lodging. Please email CV to gardnerdental@verizon.net.

**COME JOIN OUR 5-STAR PEDIATRIC/GENERAL TEAM.** Come join our 5-star team: Seeking a pediatric dentist to join our highly rated and amazing team! We have a new state-of-the-art practice that runs on a fully digitized system. Our current team is highly skilled, motivated, and our patients are loyal. Averaging about 100 new patients per month since January 2017; we need more help! Excellent pay/benefits package to be discussed upon meeting. Office located, conveniently, 15 minutes off the Mass Pike and 5 minutes off I-91 in Western MA. Please send CV to 413dentist@gmail.com.

**AMAZING OPPORTUNITY FOR FULL-TIME DENTIST.** Join a highly successful company north of Worcester. We treat a full range of patients in a supportive environment. Specialists and an experienced general dentist provide ongoing support. Well-trained long-term staff. Family-friendly community. Excellent benefits are offered, including guaranteed salary, medical, dental, 401(k), generous CE, H1B support, etc. Our doctor is retiring, allowing an associate to come in and produce immediately. Please contact diane@workwelldental.com.

**ORTHODONTIST PART-TIME IN WESTFORD:** Seeking a skilled and compassionate individual to join us two days/week in a pedo/ortho practice. The pediatric practice opened over 40 years ago, and the orthodontic component has been established for 20 years. Well-established in-house referral program. Excellent guaranteed salary. Please forward your resume to dpet8898@comcast.net.

**FULL-TIME GENERAL DENTIST IN SPRINGFIELD:** Come join our amazing team! We are a community health center with new state-of-the-art facilities. We provide excellent benefits and the opportunity for loan repayment through HRSA. Apply now at caringhealth.org or contact hresources@caringhealth.org.

**GENERAL DENTIST—NORTHBOROUGH.** Modern, state-of-the-art, rapidly growing practice seeking general dentist associate for 3 to 4 days/week in Northborough. Practice is high tech with CEREC, CBCT, 3D printers. Great income opportunity for the right candidate and excellent opportunity for mentorship. New grads welcome to apply! Please email CV and cover letter to alexander.moheban@gmail.com.

**GENERAL DENTIST (CENTRAL MAINE)** needed 2–4 days a week in busy office with lots of Medicaid patients, about a 2-hour drive from Boston. Guaranteed daily rate of \$500 plus commission. License, hotel, and transportation provided from Boston or New Hampshire. Green card sponsorship. If interested, please send resume to oaa6724@gmail.com.

**GENERAL DENTIST:** Consider joining our compassionate dental practice! We have locations in Worcester & Southbridge. Our patients tell us that our dentists, hygienists, and assistants are wonderfully skilled and caring. Would you like to join our team to provide the community with access to needed dental care? Are you interested in school-based prevention and restorative services? We serve a diverse community and welcome candidates who are bilingual/bicultural. Great opportunity for a general dentist; 3 to 5 days per week in Southbridge MA. Small, friendly environment with an excellent support staff! Ideal candidate would be bilingual in English/Spanish. Qualified candidates should email CV/resume to resume@fhcw.org, fax to 508.860.7990, or mail to Martha Sullivan, DDS, Director of Dentistry, or Yuisa Perez Chionchio, Director of Human Resources, Family Health Center of Worcester, Inc., 26 Queen Street, Worcester, MA 01610. Please visit our website at www.fhcw.org. Family Health Center of Worcester has been serving the community for over 45 years. We believe that everyone deserves quality care. Apply for our team today! Equal Opportunity Employer.

**EARN \$1,000 A DAY** basic salary plus commission working in Central Maine 2–3 days a week. Six-op office with CBCT, CS 3600 chair-side scanner, EagleSoft management software, digital X-rays, etc. Experienced dentist, must be a team player, excellent chair-side manner, be able to handle busy schedule of 18–40 patients a day, comfortable with digital dentistry, surgical and restorative implant dentistry, second molar endodontics, surgical extractions, etc. Mix of private insurance, cash, and Medicaid patients. GPR/AEGD preferred! Please contact MDS Box 1452.

**GREAT OPPORTUNITY—PART-TIME GENERAL DENTIST.** Excellent opportunity to join our upscale general practice on Boston's North Shore. We have a tradition of superior patient care (we are rated 5 stars online by hundreds of our patients!) and are looking for an extraordinary, quality-oriented, experienced dentist to care for our established patient base and treat new patients to the practice. Fee-for-service and traditional insurance; digital imaging; managerial support; and a well-trained clinical staff. Successful candidates for this position should have a minimum of 5 years' experience, be comfortable with leadership and all aspects of general dentistry, and possess excellent clinical, case presentation, and interpersonal skills. Our associates average over 10+ years with our practice and we are seeking a professional and care-driven practitioner who is looking for long-term growth within the community. We have an immediate need for 2–3 days/week, with the opportunity for growth and expansion, if desired. Great work environment and excellent compensation. Conveniently and centrally situated in a beautiful, white-collar community 30 minutes from Boston. Submit cover letter and CV to massdmd@yahoo.com.

**PART-TIME PEDIATRIC/GENERAL DENTIST:** Part-time pediatric dentist needed for growing family practice in Dighton, MA. General dentist that is comfortable working with children also acceptable. We refer all OR and sedation cases. Looking for someone who would like to work 2 to 4 Fridays per month. Growth potential. Please contact Allyce at allyce.sullivan@gmail.com.

**GENERAL DENTIST NEEDED SOUTH END/BACK BAY, BOSTON:** A high-end, boutique multispecialty practice in the South End/Back Bay of Boston is seeking a general dentist for 2 to 4 days per week. A

To place a classified ad, visit [massdental.org/classifieds](http://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](http://massdental.org).

patient-focused, caring, and ethical dentist with MA license (at least 2 years of clinical experience or GPR/AEGD) is preferred. Please send your CV/resume to [info@tremontdentalcare.com](mailto:info@tremontdentalcare.com). Thank you.

**EPIC ORTHODONTIST AND ORAL SURGEON WANTED!** Not your average dental practice—not a franchise or generic practice. New, modern, fun, and all the technology needed. :) Locally owned small-town dentist with a multi-location dental practice. Dynamic team player specialists wanted that can start in a PT role and grow with the needs of this multi-location practice on the South Shore. Will discuss in more detail depending on if you are applying as a perio/oral surgeon or as an orthodontist. Apply now. Earn what you help me create. Email [theyesdentist@gmail.com](mailto:theyesdentist@gmail.com).

**EXCELLENT OPPORTUNITY FOR FT/PT GENERAL DENTIST** to join our well-established, quality-oriented multispecialty practice in Metro Boston, within a 15-minute commute from the city. Two-year clinical experience or GPR/AEGD is preferred. Competitive compensation package and potential partnership/buy-in opportunity for the right candidate. Please send resume to [pohsiwudmd@gmail.com](mailto:pohsiwudmd@gmail.com).

**JOB OPPORTUNITIES WANTED**

**MASSACHUSETTS DENTIST FOR LOCUM TENENS/FILL-IN AS NEEDED.** Massachusetts dentist, Tufts grad with 37 years of experience to provide fill-in office coverage as needed, including coverage for illness, vacation, emergency needs, family leave, or weekends. PT/FT, short-term or long-term. CV and references on request. Please text/call 508.642.7623 or email [srcondm1@gmail.com](mailto:srcondm1@gmail.com).

**PART-TIME PERIODONTIST POSITION NEEDED:** A board-certified periodontist is looking for a part-time position in a periodontal or multispecialty practice. Proficient in all aspects of periodontal and implant therapy with many years of experience. Please contact 617.433.8027 or [unident23@hotmail.com](mailto:unident23@hotmail.com).

**PRACTICES FOR SALE OR RENT**

**BUSY GENERAL DENTAL PRACTICE FOR SALE:** Located in Southern NH, 45 miles from downtown Boston. Spacious, established for 25-plus years; 65% fee for service, 35% major insurances. Four-plus operatories. Plenty of parking. Restorative and cosmetic dentistry, crown and bridge, oral surgery, some endo. Good hygiene program. Reasonable lease. Great income opportunity up to \$1M-plus/year. \$1.5M firm. Contact MDS Box 1447.

**CAPE COD:** Enjoy a unique lifestyle and year-round vibrant, energetic, and arts-centered community of Cape Cod while operating a well-known and successful practice. The Cape is absolutely the best area of New England to raise a family. The practice collects \$1.4M and is growing. The hygiene department is well established and productive. Four modern operatories, exam and consult room, which could be a fifth operator, conference room, staff

**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.

lunchroom, and significant parking on a well-traveled roadway. State-of-the-art equipment includes digital X-rays with pan/ceph, electric hand pieces, I/O camera, soft-tissue laser, and CAD/CAM. Practice and property are for private sale and I will consider a phased buy-in for the right buyer. Contact MDS Box 1448.

**FULLY EQUIPPED OFFICE FOR LEASE IN EVERETT:** 1,200-sq.-ft dental office space with parking, newly built office, retail floor, in an extremely busy area/ street, four operatories, fully plumbed, equipped, computerized, and digitized. Ideal for dentist looking to open an office or expand into the area, with zero overhead, great opportunity with Encore casino bringing 4,500 new employees to the area. Rent will include space and equipment, or only office space if you have your own equipment. Very attractive rent. Contact MDS Box 1450.

**DENTAL PRACTICE FOR LEASE IN MEDFORD.** Wellington Circle Plaza, one of the busiest intersections in Greater Boston. 3,410 sq. ft. of rentable space on second floor above Chipotle and Men's Wearhouse. Available 6/1/2019. Space is plumbed for seven patient rooms. Dental chairs and some equipment are available for sale by current tenant. Please contact [rmeritt@biebrierdevelopment.com](mailto:rmeritt@biebrierdevelopment.com) or 617.771.1350.

**SOUTHERN, NH—Close Proximity to MA 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 12–24 months. For details, contact Henry Schein Professional Practice Transitions Consultant Tyler Russell at 617.447.8760 or [tyler.russell@henryschein.com](mailto:tyler.russell@henryschein.com). #NH117.

**SOUTH SHORE—Orthodontic practice available** with two locations and lots of growth potential. Well-established, 40-years-plus practice with stellar reputation. Ortho II software, partially paperless, I/O cameras, digital X-ray, digital pano. For more information, contact Henry Schein Professional Practice Transitions Consultant Tyler Russell at 617.447.8760 or [tyler.russell@henryschein.com](mailto:tyler.russell@henryschein.com). #MA200.

**NORFOLK COUNTY—Strong family practice since 1938.** Phenomenal location conveniently located close to US-95 and US-1. Standalone professional building with three treatment rooms and room for expansion in building. Focused on prevention and basic restorative, referring all specialty work out. For more details, contact Henry Schein Professional Practice Transitions Consultant Tyler Russell at 617.447.8760 or [tyler.russell@henryschein.com](mailto:tyler.russell@henryschein.com). #MA201.



## CLASSIFIEDS

**OFFICE SPACE FOR LEASE:** Prime office space for lease, ideal for a pedodontist, endodontist, or orthodontist. Office highlights are separate entrance to suite, existing new dental chair, X-ray unit, private conference room, waiting room, and small kitchen/lab. This space is available for part-time or full-time work. There is a large established prosthodontist office located directly upstairs. Please contact Sue at postchyl1@yahoo.com.

**BEAUTIFUL, SPACIOUS OFFICE IN NORTHAMPTON AREA AVAILABLE IMMEDIATELY FOR RENT.** Fully furnished and equipped. Start in your new office tomorrow. Florence, MA. Bank will accept immediate offer for equipment/supplies. Start-up/second office/relocate to Pioneer Valley. Historic brick mill building, free parking, elevator, onsite storage. 2,469 sq. ft., 5 ops/option for sixth, reception, admin, private conference room, sterilization/lab/storage area, bathroom, kitchen, private office, extra office/extra op room. Rent \$3,367/month. Call/text Dr. Sue Keller at 413.218.3388 immediately.

### SERVICES

**SEEKING TRAINING FOR CEREC 3**—Our office is in need of live patient training for CEREC 3. Trainer will be well compensated. Please contact Mustafa at alzagoum73@gmail.com.

**BLS/CPR FOR HEALTH CARE PROVIDERS:** "WE WILL COME TO YOU." \$65 per person, 3 CEU credits. Contact Naiya Cirillo, RDH, at 413.887.9214 or email naiya25.dental@gmail.com.

**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 help to 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.

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

Reply to an MDS Box classified ad by sending an email to 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.



## Join Us for the Color Run

It's time to lace up your running shoes and join the MDS Dentist Health and Wellness Committee for the Color Run 5K at Gillette Stadium in Foxboro on Sunday, June 9, 2019, at 10:00 am.

The Color Run is a no-pressure, all-ages race where runners are doused in colorful foam and powder as they make their way through the course. Since the Color Run is all about fun, you can walk, run, or cart-wheel your way to the finish line.

Whether you want to run with your staff, your kids, your friends, or just on your own, the Color Run promises to be a great time for everyone! MDS members and their family and friends are all invited to join in on the fun.

Space is limited, so register early! Register at thecolorrun.com and select "Massachusetts Dental Society" as your team. Use the code MADENTAL at checkout to register at the discounted rate of just \$9.99 plus processing fee (a \$35 value). Registration includes a t-shirt, buff, temporary tattoo, color packet, reusable tote, and finisher medal.

See you at the starting line!



# SAVE THE DATE: ANNUAL SESSION

## HOUSE OF DELEGATES Friday, June 7, 2019 Newton Marriott

