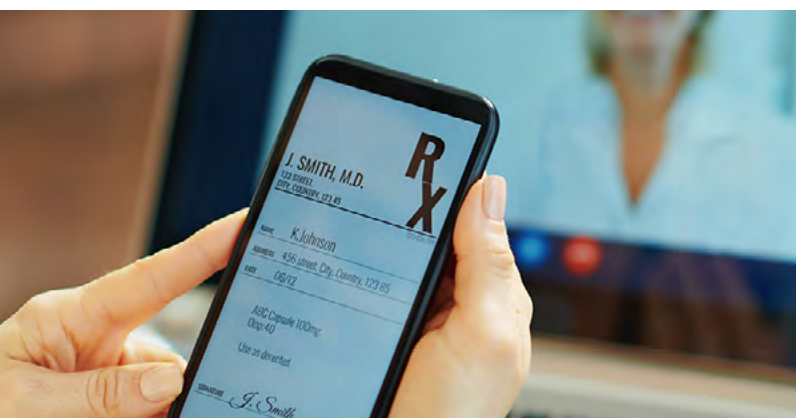


## Are You Ready? Massachusetts ePrescribing Law Takes Effect January 1, 2021



Effective January 1, 2021, **all** prescriptions for controlled substances and medical devices must be issued on Federally compliant electronic systems, unless covered by an exception. (Learn more at [mass.gov/lists/eprescribing](https://mass.gov/lists/eprescribing).) In Massachusetts, controlled substances include Federal schedules I-V and Massachusetts schedule VI, consisting of all prescription drugs not included in schedules I-V, per the Massachusetts Bureau of Health Professions Licensure. The law also pertains to medical devices with a controlled substance component that require a prescription, as well as devices and durable medical equipment regulated by the U.S. Food and Drug Administration, which a patient

may purchase without a prescription and for which insurance coverage may be available with a prescription.

The Massachusetts Dental Society (MDS) wants to help members adhere to this new regulation, and MDS Member Savings Program partner Veradigm ePrescribe (delivered by Henry Schein One) enables dentists to electronically prescribe all medications, including controlled substances. What's more, MDS members are eligible for an exclusive discounted members-only monthly rate and registration fee. Veradigm ePrescribe can help your practice:

- Comply with new state mandates for electronic prescribing of controlled substances
- Receive automated notifications on potential drug-to-drug interactions, prior adverse effects from the prescribed drug, and dosage
- Save time on back-and-forth communication with pharmacies
- Avoid mistakes, delays, and potential patient safety risks associated with illegibly written prescriptions
- Connect to the Massachusetts Prescription Monitoring Program and automatically look up state reports on patients in those databases to eliminate extra work for providers

Through the MDS Member Savings Program, members are eligible for a member-only rate of \$29.95/month with a \$50 registration fee (the standard rate is \$34.95/month and \$150 registration). Make sure your practice is ready for the January 1 start date: Learn more and sign up today at [massdental.org/veradigm](https://massdental.org/veradigm).

## MDS COVID-19 Resurgence Task Force Helps Members Prepare for Second Surge

As the United States braces for what Dr. Anthony Fauci, director of the National Institute of Allergy and Infectious Diseases, is calling a "surge upon a surge" of COVID-19 cases, the Massachusetts Dental Society (MDS) wants to reassure members that we are here to continue to support the dental profession throughout the second wave of infections, which is expected to last at least throughout the winter. In August, MDS President Dr. MaryJane Hanlon appointed the MDS COVID-19 Resurgence Task Force, which meets on a regular basis to review the latest guidelines from the Massachusetts Department of Public Health and U.S. Centers for Disease Control and Prevention, and recommendations from the American Dental Association. Additionally, Immediate Past President Dr. Janis Moriarty and former MDS Treasurer Dr. Thomas Trowbridge continue to serve on the state's Provider Advisory Committee and have an active role in ensuring that decisions related to changes in the health care system are made in the best interest of dental practices and patients.

One of the actions the Task Force, which is led by Chair Dr. John Gusha, has undertaken is evaluating opportunities for Massachusetts dental practices to implement COVID-19 testing in their offices. Dentists, with the appropriate certification, may pursue opportunities to conduct in-office testing. This could include testing just yourself and staff on an as-needed basis or testing patients of record. While this remains an individual decision, the Task Force has reviewed a promising testing option from Henry Schein for dentists to consider. You can email [dentaldx@henryschein.com](mailto:dentaldx@henryschein.com) to learn more.

The MDS Communications Team continues to update the MDS COVID-19 webpage ([massdental.org/coronavirus](https://massdental.org/coronavirus)) with the most frequently asked member questions—like the recent questions-and-answers resource regarding the Commonwealth's restrictions on holiday travel—as well as patient concerns about the safety of returning to the dentist for routine care. If you have questions that are not answered there, please email your questions to the Member Assistance Center at [membership@massdental.org](mailto:membership@massdental.org) or call 800.342.8747, option 5.

If you have not already done so, now is the time to review your personal protective equipment (PPE) inventory and build your own "second surge stockpiles" so you are well prepared for the PPE challenges that may lie ahead. The Task Force recommends that you begin maximizing your PPE purchases in order to build up to at least a three-month supply. It would be prudent to check in with your suppliers regularly to understand any purchase restrictions and consider alternative PPE sources to maximize your stockpile if necessary. And of course, we should all be mindful of our PPE usage and consider ways to reduce our "burn rate" without compromising safety. To help you build your stockpile, the MDS Foundation is providing another PPE Supply Pack that will include costly and hard-to-find N95 masks, gloves, and disinfectant wipes. You can opt in to this opportunity when you renew your annual membership at [massdental.org/my-membership](https://massdental.org/my-membership).



## Happy Holiday Greetings!

Over the past couple of months, your Board of Trustees has been meeting, for the most part, every other week. Here are some of the items we have been working on:

- The MDS continues to work our way through our governance reform process. Recently, the Board met to discuss the work of three Task Forces that were established to review and update the responsibilities of our Trustees, determine how to improve our Board engagement given the increase in work that needs to be done due to our diminished staff structure, and conduct a total review of our Officer and Trustee job responsibilities.
- The search for a new Executive Director is at the point where we have reviewed candidate submissions and are on track for our first and second round of interviews. We hope shortly to identify a candidate who will then join us to start 2021 off on the right foot.
- The planning for our first-ever virtual House of Delegates (HOD) on January 27, 2021, continues to move forward as we gather information and resolutions regarding updating many of our working documents due to changes resulting from governance reform.
- Concurrently, the planning for Yankee Virtual in January and Dentalpalooza in June has ramped up! We are getting daily updates on new additions and planning that is being done to make these events outstanding and loaded with value. While this Yankee will be virtual, we have every expectation that it will be an outstanding event and one worth attending! Please mark your calendars and register now at [yankeedental.com/registration](http://yankeedental.com/registration). And as a member, please be sure to promote this event to your community on social media and via email. We need you to help promote our event across the nation!
- Our Vice President Dr. Meredith Bailey has done a great job improving the communication process with our District leaders through the Committee of Chairs monthly meetings. These meetings have allowed us to disseminate information easily from our Board to our Districts and vice versa, and then

from those District leaders to their members at their own monthly meetings. Everyone is happy with the increased communication and understanding of where we are and what we are focusing on.

- On the state level, we were very happy to find out that the legislature has found \$18 million to fund endodontics and prosthodontics for our Medicaid patients. Now it needs to pass. We will be keeping an eye on this and will update you when we know more.
- Our legislative agenda will focus on assignment of benefits and medical loss ratio.
- On the state level, both Immediate Past President Dr. Janis Moriarty and former MDS Treasurer Dr. Thomas Trowbridge, a member of the Board of Registration in Dentistry, are serving on the Executive Office of Health and Human Services Provider Advisory Committee for non-hospital health care. They continue to communicate our message of being considered essential health care workers as well as keeping the Board informed of any guidance for future COVID-19 vaccination protocols and processes.

As we enter the holiday season, there is so much to be thankful for. Yes, I know it has been a difficult year and no one was spared. However, have you taken the time to reflect on some of the great outcomes of being through this pandemic? If not, I would encourage you to do so, as it allows us to keep the important things in perspective. I am so thankful to each one of you for allowing me this opportunity to represent you during this tumultuous time in our history. We need to continue our collaboration so we can get to the other side of this challenge as one. Support each other. Support the MDS. And by all means, support Yankee Virtual 2021. We need you!

From all of us on the Board, we wish you the most joyous of holiday seasons! "See" you at Yankee Virtual 2021!

Regards,  
MJ Hanlon

## 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 improve the oral and overall health of the Commonwealth through member engagement. 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. This 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 Member Savings Program partner
- ▲ Face a situation in your office you are not sure how to handle

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



A Bimonthly Newsletter  
of the Massachusetts Dental Society

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**January 28 - 30, 2021**

**VIRTUAL**  
2021

**CHANGING THE GAME**

CONNECT WITH US   

# ALL-INCLUSIVE POWER PASS

# \$79 FOR MDS MEMBERS AND STAFF

- Unlimited Access to 40+ Live CE Courses
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- Alumni Receptions and Networking Opportunities
- Exhibitor Showcase and Product Demos

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## POWER PASS

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**MDS Members & Staff**  
\$149 after 1.6.2021

Free

Access to the Exhibit Floor and Networking Lounges	✓	✓
Access to pre-recorded Education Library	✓	✓
Access to a limited number of sponsored Live Courses	✓	✓
Unlimited access to 40+ Live Courses	✓	
Continue to access the Exhibit Floor, Networking Lounges, and recorded CE included in your pass for 30 days	✓	✓
Complimentary Starter Pass to DENTALPALOOZA on June 4, 2021 (value \$25)	✓	

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**All of the courses on this page are available with a**  
**BASIC PASS or POWER PASS**

**SPONSORED LIVE COURSES** *Get live CE credits*

**Thursday, January 28, 2021**

Code	Title	Time	CEU	Type	Speaker
103TLV	Bone Cements	12:30 - 1:30 pm	1	Lecture	Mogyoros
106TLV	Take Control: OTC Adjuncts	2:15 - 3:15 pm	1	Lecture	Rice
108TLV	CEREC: Beyond Basic	4:00 - 5:00 pm	1	Lecture	Boschetti/D'Amico

**Friday, January 29, 2021**

Code	Title	Time	CEU	Type	Speaker
403RLV	New Practice Builds and Upgrades	10:00 - 11:00 am	1	Lecture	Rhode/Severance
407RLV	Patients Are Getting Old	11:45 am - 12:45 pm	1	Lecture	Graham
409RLV	Selling or Purchasing a Practice	1:30 - 2:30 pm	1	Lecture	Fallago

**Saturday, January 30, 2021**

Code	Title	Time	CEU	Type	Speaker
611SLV	Starting a Dental Practice	11:45 am - 12:45 pm	1	Lecture	Jellerson/Kolcum

**EDUCATION LIBRARY** *Available anytime, at your convenience*

Code	Title	CEU	Type	Speaker
110TLV	COVID-19 Impact on Practice	1	Lecture <b>On-Demand</b>	Kelly/Samaras/Woongtae
111TLV	Help Wanted! Profitable Practice	1	Lecture <b>On-Demand</b>	Kuzmin/Wu
112TLV	Financial Due Diligence	1	Lecture <b>On-Demand</b>	Schwartz
113TLV	Digitize Your Practice	1	Lecture <b>On-Demand</b>	Hungate
114TLV	Dental Risk Management	1	Lecture <b>On-Demand</b>	Panikian
115TLV	3-D Printed Crown & Bridge Materials	1	Lecture <b>On-Demand</b>	Glenn
116TLV	Practice Transitions	1	Lecture <b>On-Demand</b>	Mandell
117TLV	New Design Concepts	1	Lecture <b>On-Demand</b>	Sprau
118TLV	Build Practice Post COVID	1	Lecture <b>On-Demand</b>	Gindea
119TLV	Growing Your Dental Practice	1	Lecture <b>On-Demand</b>	Persichetti

**CONNECT WITH  
EXHIBITORS**

Visit the Virtual Exhibit Hall to learn about show specials and connect with live company representatives!

**Live Chat and Video Chat available!**

Or leave your virtual business card and request that someone contact you at your convenience.

**Don't have time to connect during Yankee Virtual?**

The Exhibit Hall will remain open for 30 days after Yankee Virtual ends for continued networking.



# POWER PASS EXCLUSIVE LIVE COURSES

## Thursday, January 28, 2021

Code	Title	Time	CEU	Type	Speaker
100THV \$	Layering Anterior Composite	12:30 - 3:30 pm	3	Hands-On	Brady
101TLV	Artificial Intelligence Power	12:30 - 1:30 pm	1	Lecture	Hillen
102TLV	Reduce Pandemic Malpractice	12:30 - 1:30 pm	1	Lecture	Panikian
104TLV	Do Differently—COVID-19 Era	2:15 - 3:15 pm	1	Lecture	Levin
109TLV	Aerosol-Generating Devices	4:00 - 5:00 pm	1	Lecture	Davis

## Friday, January 29, 2021

Code	Title	Time	CEU	Type	Speaker
400RLV	Inflammatory Lifestyle Habits	10:00 - 11:00 am	1	Lecture	Odiatu
401RLV	Hiding Behind Your Mask	10:00 - 11:00 am	1	Lecture	Raynham
415RLV	Infection Control & Processing	10:00 - 11:30 am	1	Lecture	Eklund
404RLV	Dental Medical Billing	11:45 am - 12:45 pm	1	Lecture	Taxin
405RLV	Pediatric Dentistry in COVID	11:45 am - 12:45 pm	1	Lecture	Rothman
406RLV	Diagnostic Testing in Dental	11:45 am - 12:45 pm	1	Lecture	Kochman
416RLV	Dental Units & HIPAA	11:45 am - 1:15 pm	1	Lecture	Dembski Hart/Mills
408RLV	Contingency Planning	1:30 - 2:30 pm	1	Lecture	Caselle
410RLV	Social Media Marketing	1:30 - 2:30 pm	1	Lecture	Iancu
411RLV	In-Office Whitening	1:30 - 3:00 pm	1	Lecture	C. Kugel/G. Kugel
412RLV	Ergonomic Survival Skills	3:15 - 4:15 pm	1	Lecture	Govoni
413RLV	Basic TMJ Management	3:15 - 4:15 pm	1	Lecture	Tonelli
414RLV	Robotic-Assisted Surgery	3:15 - 4:15 pm	1	Lecture	Griffin

## Saturday, January 30, 2021

Code	Title	Start Time	CEU	Type	Speaker
601SLV	Profitable Post-COVID Practice	10:00 - 11:00 am	1	Lecture	Levin
602SLV	Teledentistry	10:00 - 11:00 am	1	Lecture	Duncan/Henry
616SLV	Risk Assessment	10:00 - 11:30 am	1	Lecture	Novy/Tran Rajak
606SLV	OMFS Symposium Dentist	10:00 am - 1:15 pm	3	Lecture	Adlesic/Giovannitti/Todd
607SLV	OMFS Symposium Assistant	10:00 am - 1:15 pm	3	Lecture	Adlesic/Towne
608SLV	Re-Ignite and Raise Your Glass	11:45 am - 12:45 pm	1	Lecture	Henry/Rice
609SLV	Dental Assistants in Pandemic	11:45 am - 12:45 pm	1	Lecture	Kaweckyj/Rixse
610SLV	Getting Along: Talking It Out	11:45 am - 12:45 pm	1	Lecture	Hatch
605SLV	Endodontic Symposium	11:45 am - 1:15 pm	1	Lecture	Kratchman
612SLV	Infection Prevention	1:30 - 2:30 pm	1	Lecture	Govoni
614SLV	Group Practice & DSOs in 2021	1:30 - 3:00 pm	1	Panel	Neumann/Saltzman/Trexler
615SLV	Manage Acute Dental Pain	1:30 - 3:00 pm	1	Lecture	Harold/Keith
618SLV	Patient Communications	1:30 - 3:00 pm	1	Lecture	Costner/Whiteley

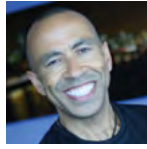
**\$** Courses marked with this symbol are subject to an additional charge for tuition and/or shipping and materials.

# EDUCATIONAL HIGHLIGHTS

## Featured Speakers



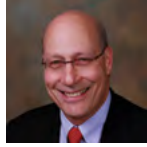
**Karen Davis, RDH**  
Aerosol-Generating Devices



**Uche Odiatu, DMD**  
Healing in a COVID World



**Roger Levin, DDS**  
Profitable Post-COVID Practice



**David Rothman, DDS**  
Pediatric Dentistry in COVID



### MOVING PAST DISRUPTION INTERACTIVE TRACK

[yankeedental.com/moving-past-track](http://yankeedental.com/moving-past-track)



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REQUIRED COURSES  
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## MORE HIGHLIGHTS

### Social Events

#### Thursday, January 28, 2021

Code	Title	Time	Speaker
901EV	\$ Chef Barbara Lynch	5:30 - 6:30 pm	Lynch

#### Friday, January 29, 2021

Code	Title	Time	Speaker
902EV	Morning Wake-Up Call	7:00 - 7:45 am	Odiatu
903EV	\$ Wine Tasting	5:00 - 6:00 pm	

#### Saturday, January 30, 2021

Code	Title	Time	Speaker
904EV	Relaxing and Restorative Yoga	7:00 - 7:45 am	DiBona Pastan
907EV	Meditation Hour	10:00 - 11:00 am	DiBona Pastan
908EV	\$ New England Bonsai	11:45 am - 1:15 pm	Mullen
905EV	\$ Chocolate Tasting	1:00 - 1:30 pm	Eldred
906EV	12 <sup>th</sup> Annual District 1 Student Debate	3:15 - 4:45 pm	



### Alumni Receptions

<b>421RLV</b>	UConn Dental School	<b>Friday, January 29</b>	<b>6:00 - 7:00 pm</b>
<b>418RLV</b>	Boston University School of Dental Medicine	<b>Friday, January 29</b>	<b>7:00 - 8:00 pm</b>
<b>419RLV</b>	Tufts University School of Dental Medicine	<b>Friday, January 29</b>	<b>7:00 - 8:00 pm</b>
<b>420RLV</b>	Harvard School of Dental Medicine	<b>Friday, January 29</b>	<b>7:00 - 8:00 pm</b>



\$ Courses marked with this symbol are subject to an additional charge for tuition and/or shipping and materials.

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# SAVE THE DATE

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presented by YANKEE DENTAL CONGRESS

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JUNE 4, 2021

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- Engage and network with close to 100 exhibitors
- Learn with your peers from industry visionaries at top-notch continuing education courses
- Enjoy a drink or have some lunch from one of the food trucks
- Play a game and reconnect with your friends



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# Practice Management

## How to Handle Staff Holiday Travel During COVID-19

The MDS Member Assistance Center has received many calls from members questioning how to handle the state's COVID-19 travel restrictions during this holiday season. For example, if staff members travel out of the state for the holidays, will they need to quarantine before they return to the practice? If so, are you required to pay them? Can you restrict out-of-state travel for employees during the holidays? What quarantine policies apply? Can you require them to use their sick time during quarantine?

To help sort through the confusion, the MDS asked Cindy Cushman, president of MDS Member Savings Program partner HR2Fit, to clarify these questions and more with the member-exclusive "Holiday Travel During COVID-19"



live webinar, which was held on Monday, November 16. If you weren't able to attend the live webinar, we have compiled the questions and answers into a resource document that you can download. Learn more at [massdental.org/coronavirus/#staffing-concerns-and-notifications](https://massdental.org/coronavirus/#staffing-concerns-and-notifications).

### DENTAL PRACTICE INSIGHTS

from the **MDS** Dental Practice and Benefits Committee

## Avoid a "Twindemic"

To say that 2020 has been a challenging year for dental professionals is an enormous understatement. Now that the winter months are nearly upon us, it's likely that flu viruses and the coronavirus that causes COVID-19 will both spread this winter, creating what some are calling a "twindemic." With COVID-19 cases continuing to increase at an alarming rate, dental practices need to take steps to help protect the dental team and patients against this potential crisis.

The MDS Dental Practice and Benefits Committee supports the MDS Board of Trustee guidance that strongly recommends **all dental professionals get the flu vaccine**. Additionally, the MDS strongly recommends **all dentists encourage their patients to get the flu vaccine**.

If you haven't already, please make it a priority to get a flu vaccine and then share that you have taken this action with your staff and encourage them

to do the same. Also, talk to your patients about the importance of getting a flu vaccine because we all need to do our part to reduce the demands on the health care system.

The U.S. Centers for Disease Control and Prevention (CDC) recommends that all U.S. health care workers get vaccinated annually against influenza and that every American 6 months of age or older, with rare exceptions, get the annual vaccine because it is an effective way to decrease flu illnesses, hospitalizations, and deaths.

To help health care providers promote the importance of getting a flu vaccine, the CDC has developed a toolkit with social media images and messages that you can easily add to your social media accounts, posters to print and display in your office, and web content that can help enhance your website. Access the toolkit at [cdc.gov/flu/resource-center/toolkit/index.htm](https://cdc.gov/flu/resource-center/toolkit/index.htm).

The MDS Dental Practice and Benefits Committee emails *Dental Practice Insights*, a monthly 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](https://massdental.org/insights). Have a tip to share? Send it to [membership@massdental.org](mailto:membership@massdental.org).



## Peer Review

The Peer Review Program, conducted by the Massachusetts Dental Society (MDS), is available to help you and your patient resolve disputes without having to pay expensive legal fees. The Peer Review Program is a non-legal, non-punitive process available exclusively to MDS members. The program relies on the good faith between both parties to resolve their differences in order to promote the best possible oral health of the patient.

**To learn more, visit [massdental.org/peer-review](https://massdental.org/peer-review).**



# Practice Management

## ADA COVID-19 & Lab Testing Requirements Toolkit Is Now Available

Throughout the COVID-19 pandemic, MDS members have been on the forefront of providing essential care to patients. As the United States continues to strive to contain the spread of the virus, the need exists to expand the scope of practice to include COVID-19 testing. Many MDS members have expressed an interest in offering patients rapid-response, point-of-care COVID-19 testing in their practices when it is available. To assist members, the American Dental Association (ADA) has developed the COVID-19 & Lab Testing Requirements Toolkit, a step-by-step guide to providing COVID-19 testing for patients. The toolkit includes:

- Clinical Laboratory Improvements Amendments (CLIA)
- State laboratory testing regulations
- Test reporting requirements
- FAQs for responding to patient questions
- Guidance on patient medical benefit plan claim filing for testing

Download your copy of the toolkit now at [ada.org/~media/CPS/Files/Articles/Toolkits/ADA\\_CLIA\\_Toolkit.pdf](https://ada.org/~media/CPS/Files/Articles/Toolkits/ADA_CLIA_Toolkit.pdf).



## Practice Management Q&A

### Question: How Do I Evaluate My Practice's Risk of COVID-19?

#### Answer:

With the number of COVID-19 cases increasing at an alarming rate and with the Massachusetts Department of Public Health identifying more cities and towns as COVID-19 high-risk areas based on increased average daily infection rates, dental practices need to remain vigilant to the risks COVID-19 poses to staff and patients. To aid members, the American Dental Association (ADA) has developed a COVID-19 Hazard Assessment Guide and Checklist to help dentists evaluate COVID-19-related hazards to which dental staff may be exposed.

Available exclusively for members, the guide is modeled after the Occupational Safety and Health Administration Hazard Identification and Assessment but designed specifically with COVID-19 and the dental practice in mind. This resource gives dentists information on risk factors such as local disease transmission rates, patient- and treatment-specific issues, and facility considerations. A supplemental checklist will help you evaluate hazard levels in your practice during a specific point in time. The guide also offers practical tips, such as using the U.S. Centers for Disease Control and Prevention's PPE Burn Rate Calculator to help you estimate PPE usage. Members can download the guide at [ada.org/~media/ADA/Member%20Center/Members/Hazard\\_Assessment/ADA\\_COVID-19\\_Hazard\\_Assessment.pdf](https://ada.org/~media/ADA/Member%20Center/Members/Hazard_Assessment/ADA_COVID-19_Hazard_Assessment.pdf).



## Review OSHA Safety Protocols

During the COVID-19 pandemic, the Occupational Safety and Health Administration (OSHA) has been active in citing employers—including dental practices—for safety violations related to COVID-19. It is important that you follow all of OSHA's safety standards, which include providing medical evaluations and fit testing for employees required to wear N95 respirators and having written

protocols related to respiratory protection, bloodborne pathogen exposure control, and chemical hazard communication. Be sure to review all your practice's protocols and make sure they are properly documented to avoid potential penalties. OSHA recommends using a combination of standard precautions, contact precautions, and droplet precautions—including eye protection (e.g., goggles or face shields)—to protect dental health care professionals performing non-aerosol-generating procedures on patients without suspected or confirmed COVID-19. In emergency situations when workers have exposure to suspected or confirmed COVID-19 patients and *anytime* when performing aerosol-generating procedures, OSHA recommends the use of standard precautions, contact precautions, airborne precautions, and eye protection to protect dental staff. You can find information on all these precaution types at [cdc.gov/infectioncontrol/index.html](https://cdc.gov/infectioncontrol/index.html).

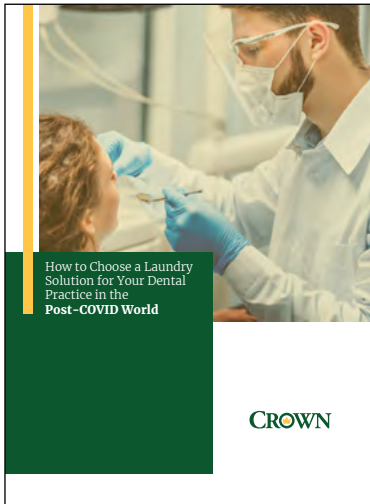
The U.S. Centers for Disease Control and Prevention has been providing updated infection prevention and control recommendations for emergency dental procedures during the COVID-19 pandemic ([cdc.gov/coronavirus/2019-ncov/hcp/dental-settings.html](https://cdc.gov/coronavirus/2019-ncov/hcp/dental-settings.html)), so be sure to bookmark this site and check back for updates in the event the information changes.

## FDA Issues Warning on Battelle Decontamination System for N95s

The U.S. Food and Drug Administration (FDA) has issued a warning to Battelle Memorial Institute for failure to comply with regulatory requirements for medical device reporting related to its Battelle Critical Care Decontamination System, which received Emergency Use Authorization early in the pandemic for use in decontaminating certain N95 respirators for reuse by health care personnel. The MDS wants to be sure that any members who utilize this system are aware of the FDA's warning. The FDA encourages all health care professionals and consumers to report any adverse events related to devices to MedWatch, its Safety Information and Adverse Event Reporting Program, at [fda.gov/safety/medwatch-fda-safety-information-and-adverse-event-reporting-program](https://fda.gov/safety/medwatch-fda-safety-information-and-adverse-event-reporting-program).

Learn more at [fda.gov/news-events/press-announcements/fda-issues-warning-letter-battelle-memorial-institute-manufacturer-authorized-decontamination-system](https://fda.gov/news-events/press-announcements/fda-issues-warning-letter-battelle-memorial-institute-manufacturer-authorized-decontamination-system).

# Member Savings Program



## Crown White Paper Offers Tips on Choosing a Safe Laundry Solution for Your Practice

During these unsettling times of COVID-19, we all have acquired a heightened sensitivity to safety and disinfection protocols, whether in our homes or at work. And dental practices are no exception, which is why it's so critical that your practice maintains the highest quality of cleanliness. This includes your scrubs and uniforms, for the safety of your patients, your staff, and yourself. MDS Member Savings Program partner Crown Healthcare Apparel Service inspires confidence in its customers by providing efficient and cost-effective medical apparel with a personal touch. There are many ways to launder your practice apparel, each with its own risks and benefits, and Crown gives MDS members a step-by-step guide for choosing the right laundry solution for your practice with its white paper *How to Choose a Laundry Solution for Your Dental Practice in the Post-COVID World*. Let Crown help you:

- Assess your apparel use and how it has changed
- Identify your staff's needs and patient expectations
- Understand your laundry solution options

Download your free copy of the white paper at [massdental.org/crown](https://massdental.org/crown).

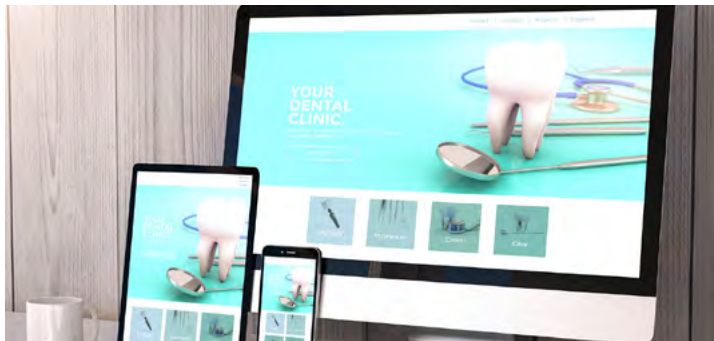
## Solmetex Introduces PowerScrub Vacuum Line Cleaner

With the understanding that clean vacuum lines are important now more than ever, MDS Member Savings Program partner Solmetex, LLC, has introduced its very own PowerScrub Vacuum Line Cleaner. The proprietary microbial formula was designed for use with Solmetex's NXT Hg5 Amalgam Separator and can maximize the life of your NXT Hg5 Collection Container by consolidating solids within the container. Rest assured that during the time of COVID-19, you know you are using a vacuum line cleaner that keeps lines clean by releasing specific enzymes to dissolve vacuum line debris on contact and consists of an eco-friendly formula that is 100% biodegradable and remains in your lines overnight for continual cleaning action and rinses clean when the job is done. Solmetex recommends cleaning vacuum lines nightly.

As an MDS member benefit, Solmetex is pleased to offer a complimentary NXT Hg5 Collection Container with purchase of an NXT Hg5 Amalgam Separator. And through December 31, 2020, Solmetex is also offering the following two specials:

- Buy an NXT Hg5 Amalgam Separator and get a free case of PowerScrub
- Buy a case of PowerScrub and get a Sidekick dispenser for free

Learn more at [massdental.org/solmetex](https://massdental.org/solmetex).



## Get More New Patients with ProSites

Learn top secrets to having a successful website, including the most common dental marketing mistakes to avoid, from *13 Ways to Get More New Patients*, a white paper from MDS Member Savings Program partner ProSites. In addition to website best practices, ProSites' white paper discusses:

- Top elements your dental website must include to be successful
- Most common dental marketing mistakes to avoid
- Considerations and tips to decide if a custom website is right for your practice
- Key questions to ask when hiring a new dental website provider
- And more

Download your copy today at [prosites.com/resources/whitepapers/13-best-practices/?utm\\_medium=Partner&utm\\_campaign=Association&utm\\_source=MDS](https://prosites.com/resources/whitepapers/13-best-practices/?utm_medium=Partner&utm_campaign=Association&utm_source=MDS).

## Spring Cooperative Offers Savings for Small Businesses

MDS Member Savings Program partner Spring Insurance Group is an award-winning employee benefits consultancy that has been delivering innovative solutions for decades. Not your typical broker, Spring works with you strategically and takes a tailored approach to your benefits, helping you set goals and objectives, find the right plans and carriers, and negotiate on your behalf.



Spring offers a robust set of products and services, including group health insurance, individual and senior health insurance, dental insurance, life insurance, disability, identity theft, wellness, vision care, and more.

Spring knows that smaller organizations, like dental practices, are at a disadvantage when it comes to providing quality benefits at an affordable rate, especially during this time of COVID-19. With this in mind, Spring established Spring Cooperative, a mechanism that allows small businesses to come together on joint purchasing initiatives. As an MDS member, you can currently enjoy the following advantages:

- 2–2.5% discount on Harvard Pilgrim Health Care with an option to enroll in its well-being rewards program, which can provide an additional savings of up to 6%
- 3% discount on all available Always Health Partners merged market plans
- 3% discounted rate for eligible Fallon Health Select and Direct Network plans
- Altus Dental rates that are 15–40% lower than competitors
- The highest maximum short- and long-term disability benefits around, at competitive rates, through Sun Life

Learn more about Spring at [massdental.org/Spring-Insurance-Group](https://massdental.org/Spring-Insurance-Group).



# Membership

## Renew Your Annual MDS Membership

There has never been a more important time for dentists to come together and continue to advance the profession through organized dentistry. Thank you for being a Massachusetts Dental Society (MDS) member. The MDS provided critical support to members during the peak of the COVID-19 pandemic and continues to do so now as the threat of a second wave looms. During the peak of the pandemic, the MDS:

- Provided daily communications
- Distributed personal protective equipment supplies
- Created the MDS Foundation COVID-19 Recovery Fund program (valued at \$1,250 per participant)
- Offered pertinent webinars
- And fielded thousands of phone calls

The MDS continues to provide crucial guidance to help you navigate this unprecedented time. We are all in this together and are committed to keeping the profession strong. You can depend on the MDS as your trusted source for information and professional support as we move forward together.

### Renew and Receive a Complimentary PPE Supply Kit

As an added thank you, all MDS members who renew their memberships **before December 31, 2020**, are eligible to receive a complimentary PPE Supply Pack\* containing N95 masks, disinfectant, and gloves.

\*Supplies are limited and will be given on a first-come first-served basis. Members must opt in to the program to receive a PPE Supply Pack.

## House of Delegates 2021 to Hold Virtual Meeting

In light of the ongoing COVID-19 pandemic, the MDS Board of Trustees has voted to hold the 157th House of Delegates (HOD) Annual Session as a virtual meeting on January 27, 2021, at 6 pm. As more HOD information, including resolutions, becomes available, it will be posted at [massdental.org/hod](http://massdental.org/hod). Information will also be emailed to all Delegates.

## The MDS Launches Digital Campaign to Support Members' Practices

The Massachusetts Dental Society (MDS) has been conducting surveys since the start of the pandemic to gauge how members have been faring. Through these surveys, the MDS learned that more than half of respondents expected that it would take between seven months to more than a year to get back to 100% of their practice's pre-COVID-19 patient volumes. Earlier in the summer, the American Dental Association (ADA) and the Back-to-Normal Barometer conducted a consumer study that revealed that of the 80% of patients who are ready to return to their dentist's office or already have, approximately 8% indicated they are comfortable going to a dental appointment and want assurance that it is safe to do so, while another 12% said they are not comfortable seeing a dentist until there is a COVID-19 vaccine.

To support our members and help get you back to a full patient load, the MDS has launched a digital campaign through the Google search platform that targets Massachusetts residents who are searching for oral health-related topics and whether it's safe to go to the dentist. Their search results will show them an ad, which upon clicking, will bring users to [massdental.org/safe-](http://massdental.org/safe-)



Note: This is separate from the PPE Supply Kit offered through the Yankee Dental Congress registration special for the first 1,000 MDS/ADA members to register for a Power Pass. MDS members **can receive both offers** if they opt in and qualify.

### Monthly Dues Installment Payment Option

We know that this has been a challenging year for dental practices. If you would prefer to pay your dues in monthly installments, we encourage you to fill out the Monthly Dues Installment Plan form at [massdental.org/My-Membership/#monthly-dues-plan](http://massdental.org/My-Membership/#monthly-dues-plan) and submit it before December 31, 2020.

### How to Renew

To renew online, log in to your account at [massdental.org/My-Membership](http://massdental.org/My-Membership) and select "Renew My Membership" at the top of your profile page. If you have any trouble logging in, simply select "Forgot your password?" and enter your email address to reset your password.

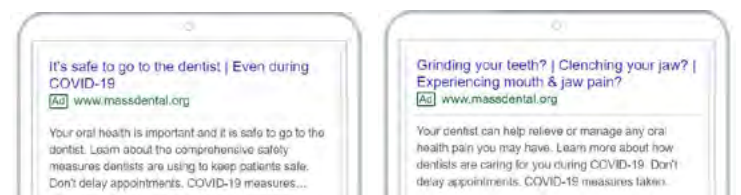
If you prefer to renew by phone, you can call 800.342.8747 and select option 6. If you have any questions, please call the Member Assistance Center at 800.342.8747, option 5, or email [membership@massdental.org](mailto:membership@massdental.org). We appreciate your membership and look forward to continuing to serve you.

### MDS HEALTH & WELLNESS TIP

## Wearing a Mask? Be Sure to Hydrate

The MDS Dentist Health and Wellness Committee wants you to stay hydrated! It's been found that wearing a mask all day at work can lead to drinking less water throughout the day. Dehydration not only causes issues with gums but also can lead to headaches, so it is important to take water breaks throughout the day to stay properly hydrated. Experts recommend that you drink at least half your body weight in water per day, which is one-half an ounce per pound.

dental-care, a dedicated webpage where they can find information about what dentists are doing to ensure that staff and patients are safe, review data from trusted sources like the U.S. Centers for Disease Control and Prevention (CDC), and see a recommendation to contact their dentist if they are considered high risk—along with a link to the ADA's Find-A-Dentist tool.



These MDS digital campaign ads will show up in Google searches when Massachusetts residents search for information on oral health-related topics and whether it's safe to go to the dentist during the COVID-19 pandemic.





## A New Look for EDIC

MDS Member Savings Program Partner Eastern Dentists Insurance Company (EDIC) has announced the launch of its new logo and website. EDIC has grown and evolved over the past 28 years, and has modernized its brand to better reflect who EDIC is today. While it may seem like a big change, you can rest assured that EDIC's core mission and "By Dentists, For Dentists"® philosophy haven't changed at all. Its commitment and dedication to dentists and to the profession is still its first priority. Go to [edic.com](http://edic.com) to experience EDIC's new customer portals with exclusive member resources and risk management materials. EDIC is very excited to share these updates with the dental community, and thanks you for your continued support and loyalty.

## New ADA Visa Business Rewards Card Offers 2X Points on All Dental Spending

The MDS announced last month that Member Savings Program partner U.S. Bank created a new credit card exclusively for American Dental Association (ADA) member dentists that offers 2X the rewards points at dental supply providers like Henry Schein, Patterson, and Benco.

The ADA Visa Business Rewards Card also offers 5X rewards points on purchases from the ADA, including the CDT 2021: Current Dental Terminology and continuing education courses, and purchases from the MDS, including dues payments.

In addition, the card offers 5X rewards points when it's used to make premium payments for ADA Members Insurance Plans coverage and other ADA Member Advantage-endorsed products and services, such as Lands' End branded apparel, GE appliances, and Lenovo computers.

According to ADA Member Advantage, new applicants can earn 50,000 bonus points in the 365 days after opening their card. Every \$1 of eligible net purchases will earn an additional one bonus point, up to 50,000 bonus points. Points may be redeemed for gift cards, cash back in the form of a statement



credit, and travel on 150 airlines with no blackout dates, as well as hotel stays and travel packages.

The new ADA Visa Business Rewards Card also offers complimentary employee cards that allow for controls on where and how much employees spend. All reward points earned on employee cards are controlled by the master account.

The black metal card differs from the existing deep blue ADA Preferred Rewards Signature Visa, the MDS-endorsed card for members that is still available to members and offers travel reward redemptions. Members may carry both cards; however, reward points are currently not combinable between the two credit card programs.

For a complete list of benefits on the ADA Visa Business Rewards Card, visit [adavisa.com](http://adavisa.com). For more information or to apply, visit [adavisa.com/37385](http://adavisa.com/37385).



## Governor Baker Thanks the MDS for PPE Efforts During Pandemic's Early Days

In late October, the MDS received a letter from Governor Charlie Baker thanking the Society for donating personal protective equipment (PPE) during the first wave of the COVID-19 pandemic to help protect frontline medical providers. Thanks in part to our donation, the Commonwealth was able to add millions of additional PPE to the state stockpile, which now has sufficient PPE to support the emergency supply needs of health care providers and first responders from now until the end of 2021.

In the letter to Shannon McCarthy, MDS managing director of business development and Yankee Dental Congress and who helped lead the Society's PPE donation efforts, Governor Baker wrote, "We often think about where we started. Thanks to the generosity and hard work of organizations like yours and many others, our initial PPE distribution efforts were localized, community-led, and collaborative—based almost entirely on the donation of essential supplies for redistribution to health care workers, frontline public safety personnel, and critical infrastructure teams who kept essential state and local services operational.

"These actions were selfless and demonstrate the moments of hope, and partnership, and coming together that we needed in Massachusetts. This effort is the perfect example of what our Commonwealth is all about."

Read the letter in its entirety at [massdental.org/~/\\_/media/BB60E19F11534A04A3F7CEACC294D30A.ashx](http://massdental.org/~/_/media/BB60E19F11534A04A3F7CEACC294D30A.ashx).

## Candidates Running for Officer Positions for Next Governance Cycle

Currently, two candidates—Drs. Abe Abdulwaheed and Frank Schiano—are running for the position of MDS Vice President for the next governance cycle. According to the Massachusetts Dental Society (MDS) *Constitution & Bylaws*, the Trustee Selection and Nominations Committee met on Monday, December 7, and selected Dr. Schiano as the Vice President candidate on the slate of Officers for election that it will present to the House of Delegates, which will be held virtually on Wednesday, January 27, 2021, at 6 pm. In addition to the two Vice President candidates, East Middlesex District Trustee Dr. James Lee has announced that he is running for Secretary (uncontested). Here are position papers from both candidates for Vice President.



**Abe Abdulwaheed, DMD, MBA, ABGD, MAGD, FAAHD**

I am not only a dentist, but also an advocate for patients, other clinicians, the community, and the Dental Society. Being a dentist is a privilege that allows me to care for the oral and physical health of our community. However, I firmly believe that advocacy for equitable access to care for patients and the empowerment of the dental community is every dentist's responsibility. I have spent my career as an advocate by engaging and uniting other clinicians, protecting patients and their rights, and lobbying the legislature to create a fair and just health care system. Amid the turmoil of this pandemic, dentists and patients need unity under effective leadership. I see the Dental Society as the most competent vehicle to provide that leadership. After serving our profession for so many years, I want to continue to contribute by leading our efforts toward a brighter future.

Unfortunately, our profession is plagued with apathy and a lack of understanding of the role of the Dental Society. For almost two decades, I have advocated for members of the Dental Society to participate more actively in the Society's agenda. Often, I engage nonmembers by illustrating the inherent strength in a united voice. We are more effective and influential when we work together. As Vice Chair of the MDS Political Action Committee (MDS-PAC), I reach out to both non-donors and non-renewals, asking them why they have chosen inaction. As a District Chair, I spent a great deal of time speaking with other dentists to understand why they chose not to attend our meetings, highlighting the critical issues that the Dental Society navigates. As Trustees, we palpate the pulse of membership continuously.

Through sincere and open conversations with clinicians, I learned that there is not a single answer as to why some of our colleagues choose not to engage with the Dental Society. However, in general, I find that many clinicians are unaware of the efforts of the Society. To me, the Dental Society is an immensely useful way to advocate for our profession. What I expected from and needed from the MDS evolved throughout my career. As a Society, we face the impossible struggle of being everything to every doctor because needs and wants change with time, experience, position, and even age; however, we can communicate the inherent strength in unity that the Society provides. While we are blessed with followers who believe deeply in the vision and actions of the Society, others are convinced that we have become irrelevant. Engaging those that find the Dental Society irrelevant by highlighting our successes and maintaining an agenda that reflects the current needs of our community will be one of my primary focuses.

In the past several months, amid the COVID-19 pandemic, the Dental Society has provided the dental community with necessary leadership. Many of those that chose not to engage with the MDS started to understand its importance because of our efforts to protect both patients and clinicians. In early March, the MDS Board of Trustees started to monitor COVID-19 closely. We did our utmost to communicate with every possible governmental and non-governmental agency. At the same time, the CDC, ADA, OSHA, EPA, and Massachusetts legislature were issuing conflicting and sometimes confusing messaging about the virus. Therefore, we took responsibility for protecting our community.

Every Trustee actively participated in data collection and analysis efforts to provide the Board with a cogent message to share with clinicians and the



**Frank E. Schiano, DMD**

I am honored to have received the support of the Metropolitan District Dental Society for Vice President of the Massachusetts Dental Society.

Let's be "frank": The Massachusetts Dental Society (MDS) needs unity now more than ever. The coronavirus pandemic has had a significant negative impact on dentistry, and we are in crisis mode. Dentists from every corner of the profession, our staffs, our families, and our patients have all been affected, and much uncertainty remains about our future. The career in dentistry and service to our profession that I represent stands on a foundation of growth and unity. We currently face tremendous adversity, and I am the leader who has the character, experience, and ability to unite us all at our time of greatest need.

I am no stranger to adversity, as it was certainly an uphill battle to pass the resolution forming the Boston District Dental Society. Together and under my leadership, we created a future for Boston dentists, dental students, public health dentists, researchers, academics, and health center and limited-license practitioners in organized dentistry. Just look at what the Boston District has become today. It was truly an incredible accomplishment for our Society; we created additional leadership roles for women and younger dentists. I fostered collaboration, which led to our growth through unity.

The adversity we face today as a Dental Society is different than it was yesterday and continues to change daily. The coronavirus pandemic has severely endangered our dental health safety net. Dentists are dropping out of the MassHealth Program. Our dental schools are laying off faculty and staff. Dental students are still paying tuition and not going to school to treat patients. Dentists in private practice are retiring at an alarming rate, with some even just closing their doors. Researchers have had to shift their focus. Educational events have gone virtual and large-scale meetings have been postponed. Sponsorship monies are disappearing. Our families and quality of life are being impacted like never before. Most importantly, patients are losing their teeth as procedures have been postponed.

More recently, we as a Society have been concerned with falling reimbursements, non-covered services, mid-level provider legislation, licensing exam discussions, etc. While our fight on those fronts will certainly remain united and live on to see another day, our focus needs to shift immediately to embrace the new challenges we are facing as a result of the pandemic. My story provides all the evidence necessary to see that I will help us emerge together and stronger than ever.

Perhaps the number-one issue we face today as a profession is the ability to staff our offices with quality team members. The dental workforce has been impacted to the point where the pipeline has been completely severed. How many interviewees did not show up for your front desk position? How many temporary dental assistants did not show up from the agency you called and confirmed? How many hygienists are concerned about infection control protocols or have pre-existing conditions that make them unable to come to work? How many female dental support personnel have children that now need to be home for school? How many staff members have indicated they want a raise or they will leave to work next door? Dental hygiene and dental assisting programs are closing. We are in a civil war with each other over staffing and we are all losers in that fight. As a Dental Society and not just a "Dentist Soci-

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*Dr. Abe Abdulwaheed, continued from page 13*

public. As a Trustee, I volunteered for the MDS COVID-19 Clinical Guidelines and Resources Review Work Group. Together, we filtered through the newest and latest infection control protocols and discussed the future operational landscape of the dental profession. We assessed the efficacy and scope of teledentistry, spoke to vendors to access additional existing personal protective equipment (PPE) and novel PPE to combat the virus, and developed comprehensive guidelines to help our community navigate the pandemic safely. Every member of the Board chose to address the needs of our profession during the pandemic to ensure the safety of patients and their access to safe care.

Additionally, I established “DentalCupid”—a program that successfully diverted more than 16,000 patients from emergency rooms to local dentists. Unfortunately, the pandemic led many clinicians to close entirely or provide minimal care for patients. Hospital emergency rooms were inundated with COVID patients, and their access to useful dental information was limited. The need for an online directory that could match patients with local dentists was necessary so that patients could receive appropriate care and hospital emergency rooms could focus on the raging pandemic. The program included match criteria based on both geography and accepted forms of payment and insurances. Thereby, patients were able to access affordable local care from dental professionals that could adequately address their dental emergencies.

Several years ago, I was proud to have introduced and advocated for the word “trust” to be included in our Vision Statement to emphasize our shared commitment to one another. In the past few months, we succeeded in being “the most trusted resource and advocate for oral health in Massachusetts.” I aspire to continue this momentum by leading our Society to focus on what affects our profession most; that is the key to maintaining trust with the community. COVID, legislative power, indecision, and biases have affected the profession and providers most.

Legislative decisions have impacted the quality of practice life. They affect students, dental faculty, residents, associates, and practice owners. In leading the Society, I will achieve the following legislative agenda:

1. **Non-Covered Services**—Insurance companies will not be permitted to determine fees for services not paid by them.
2. **Mid-Level Providers**—Dentists will remain the sole authority in providing dental care and making care decisions for patients. Dentists are the authority in the dentist-patient relationship.
3. **Medicaid Fees and Coverage**—I will advocate for fee increases for MassHealth adult and pediatric coverage. The current fees are unrealistic even before COVID. With the added cost of necessary PPE, the costs have become unsustainable.
4. **Hygienists and Dental Assistants**—The current shortage of these professionals is affecting the cost of care. Education and policy reforms are needed:
  - a. Additional state programs for workforce development
  - b. Student loan repayment, forgiveness, and tax credits for hygienists and dental assistants that provide care to underserved communities
  - c. A clear path to on-the-job training for dental assistants
  - d. Lowering licensure fees to sustain the workforce
  - e. A fast track to dental assistant licensing
5. **Insurance Credentialing**—Dentists (new graduates, in particular) are waiting months for insurance companies to credential their status. This issue causes months of lost wages, creating an economic disaster for both the dentist and the practice. Additionally, it restricts access to dental care. Benefits providers should be held to standard processing times, documentation uniformity, and accountability.
6. **Audits and Recoupments**—Address look-back periods through legislation and effective protocols. Forgiveness clauses should be enacted for honest

*Dr. Frank E. Schiano, continued from page 13*

ety,” we need to address the dental workforce pipeline. We need a state-wide staffing drive to push our younger population into careers in dentistry from administration to dental assisting to hygiene and up to dental school. Dentistry is a great technical career for anyone and everyone; let’s secure our future.

Another divide we face today as a profession is a limited understanding of infection control protocols that deal specifically with the coronavirus pandemic. We have been asked to create and enforce policies and procedures to prevent the spread of this virus in our offices to our patients and staff members, and to our families at home. The MDS has done an incredible job of relaying current guidelines to dentists under Dr. Janis Moriarty’s leadership. However, our staff members and the public continue to receive mixed messages that have poor outcomes on our ability to treat our patients, and we have to do more. We need unity through targeted public relations campaigns to the other associations and public engagement through awareness campaigns.

We absolutely must be a leader in creating and monitoring teledentistry guidelines that balance the limitation of direct-to-consumer treatment models with our ability to provide emergency and exam services to our patients on a virtual platform. This is an evolving concern that will be coming up to bat shortly.

Of course, we need money to do all of this. Yankee Dental Congress, our largest revenue generator, is an endangered species. We absolutely must adapt and develop educational programs that generate cash flow for our Society. The same programs in the same format will no longer work for us. Innovation is needed. Whether that comes in the form of Task Force/Committee work or an outside consulting firm, it needs to happen immediately or we risk a financial strain that we may not be able to easily recover from.

When we closed our doors in March, my organization partnered with the MDS to lead a personal protective equipment (PPE) donation drive in our South Shore office. It resulted in approximately 100,000 masks, gloves, and gowns being sent to the Massachusetts Emergency Management Agency (MEMA). What we did not realize was how difficult it would be to procure PPE from our dental supply companies over the ensuing months. I, like all of you, spent a tremendous amount of time managing the closure and re-opening process from an administrative perspective to keep us safe and push us forward, as I employ more than 75 dentists and staff members across all locations. Through a combination of our partnership with the MDS, the American Dental Association, and the Association of Dental Support Organizations (ADSO), our offices came back stronger than ever. The ADSO has tremendous leverage in our profession. Their potential is untapped by us as a state Dental Society because of waning but residual opposition to the DSO model. The DSO model of dental practice is the future of our profession, and the coronavirus pandemic has simply accelerated that fact. As a co-founder of an emerging DSO in Massachusetts and Rhode Island and member of the ADSO, I can be our link and help develop and execute strategies to foster this partnership to be mutually beneficial.

The Massachusetts Dental Society is a business just like a single-owner, four-chair dental practice. It is a business that exists to serve all dentists in the state. Like any other business, it needs to financially sustain itself and grow. The strategic partnerships I have described will provide additional revenue streams and increase membership. We simply need the vision of a leader who will empower those around him/her, and not be self-serving. Let’s continue to foster and sustain our growth through unity. I will start these conversations and connect the dots. I will be the leader we can all rally around, and our catapult into the future.

My ambition is big, but my heart is bigger, and I am offering them both to all of us. We as a Society need to unite and grow to be prepared to embrace the coming changes in the dental profession. I hope you give me the opportunity to be our leader as the next Vice President of the Massachusetts Dental Society and I will help us do exactly that.

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# Governance

Dr. Abe Abdulwaheed, continued from page 14

- mistakes. Finally, there should be more equitable penalty clauses for recoupment.
7. Audits and Recoupments of Providers—Not all benefit providers are created equal. Some insurance companies routinely fail to pay clinicians on time, leading to unnecessary and often detrimental financial consequences. Many insurance providers fail to acknowledge clinical documentation sent to them or neglect to review prior authorization requests promptly, resulting in longer wait times for patients. Benefits providers should be subject to an investigatory process when certain complaint thresholds are reached.
  8. BORID Reform—The Board of Registration in Dentistry (BORID) needs reform for its investigatory and policy-making entitlements. The MDS will better serve the community through salient changes to existing practices. By focusing on practical and fair reforms, the Board will no longer be seen by some as an adversarial agency, but one that serves the public through collaboration.
    - a. Risk-free volunteer inspections for offices requesting feedback
    - b. An increase in the number of dentists on the board
    - c. Dentists on the board should all be practicing dentists
    - d. Refining the scope of an investigation only to include the subject of the complaint
    - e. Eliminate the investigation of “anonymous” complaints
    - f. Mandate annual dental continuing education for all investigators
    - g. Investigators must also be subject to reviews and feedback
    - h. Develop investigation guidelines and protocols to be non-intrusive and to respect the privacy of the practice and its patients
    - i. Create a mechanism for the board to forward clinical complaints to arbitration by the MDS
    - j. Board complaints against a particular provider should focus on that specific provider. Too often, the board penalizes other providers for reasons of proximity alone.
  9. Student Debt—I will work with the legislature to initiate the following initiatives:
    - a. Grants and tax rebates for Massachusetts dental schools that institute tuition control and debt relief
    - b. Better student loan repayment programs, forgiveness, and tax credits for those dentists that provide dental care to MassHealth patients
    - c. Student loan repayment, forgiveness, and tax credits for those serving community health centers, hospitals, and rural areas
    - d. MDS scholarships for those graduates deemed active in organized dentistry
- Our members expect legislative action. Our needs unify us. Legislative demands unify us. I started my tenure with the MDS as a “Grassroots Activist.” Through nearly two decades of work with our MDS-PAC and government affairs, I have learned how to develop effective legislation. My administration will take prudent action by significantly magnifying lobbying and promotional-

and relationship-based strategies. Beacon Hill Day will no longer be a day. Programs at the state house will occur monthly. The Society will facilitate, encourage, and educate the next generation of advocates to lobby on and off Beacon Hill. We will connect members with legislators. Staff will help with logistics. We will meet with all senators and House members several times per year. The MDS will enhance its marketing messages to the public. We will utilize cost-effective multimedia and social media strategies to compel both legislators and constituents. For example, we could use 15-second videos, with member dentists stating the following: “I am [name of doctor] and I believe that regardless of your income, you deserve trustworthy dental care. That means health care provided by a dentist and not a substitute.”

With the influence of the MDS, I am confident that we can change the legislative topography of Massachusetts.

Yankee Dental Congress remains the primary source of revenue for the MDS. We need that revenue to sustain our legislative efforts. Currently, both attendance and profit margins have not grown sufficiently to support those efforts. Additionally, COVID-19 threatens the very existence of Yankee. Therefore, my administration will look to transform Yankee through creative solutions, such as the use of advanced technology. As Chair of our Business Development Committee, I have met with staff, educators, and enterprises to gain insight into how we can become more effective. As an engineer and health care consultant, I worked with several health care tech startups, where I learned and implemented innovative solutions to address obstacles and maximize opportunities. I am confident in my ability to maintain the message of Yankee while expanding our audience, effectiveness, and profit margins.

For example, we will no longer limit our educational platform to a New England audience. As someone who has lived and traveled internationally, with numerous international connections, we will strive to be global by promoting Yankee as an international onsite and online event.

Lectures and events will be broadcast live and be interactive. Speakers will be invited from across the globe. We will maintain a “resources” page from all events. Smart marketing will allow vendors to endorse responsibly and not intrusively. Yankee will not only generate revenue during the week but will continue to do so long after the event. My objective is to design Yankee to be a long-term revenue-generating asset.

I am committed to remaining a practicing dentist, as it is vital to stay abreast of the issues currently impacting the dental community. However, I also believe that through leadership, I can exact meaningful and sustainable change for patients, clinicians, and the community. The diversity of my personal and professional experiences has developed my solution-focused resolve to address the needs of our profession. I have shown my ability to both serve and lead in times of crisis and unite and engage despite division. I hope that you will allow me the privilege of continuing to serve patients, clinicians, and our community by choosing me as the next Vice President of the Massachusetts Dental Society.

## The MDS CE Registry



## This free resource is included in your membership and allows you to:

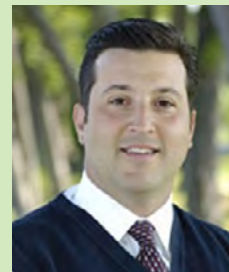
- Stay in compliance with Board of Registration in Dentistry CE requirements
- Have an easy and accurate recordkeeping service for your CE credits
- Enter your own credits easily with no wait
- Track your CE credits and print transcripts on demand
- Access your CE information 24/7

**Visit [massdental.org/ce](https://massdental.org/ce) and log in to your account to start using the CE Registry.**



## Three Periods with Rich Rosato, DMD

First District Trustee



We are now in the middle of the joyous holiday season. For many of us, the holidays bring great joy, the spirit of giving, and good will toward others. Of course, the specter that still looms over us is the COVID-19 pandemic. It impacts everything we do, both in the dental practice and in our community. For the first time in more than half a year, however, there is light at the end of the tunnel. We can start looking forward to life after the pandemic, even if we do not know exactly what that life will resemble. As your First District Trustee, I am working with the American Dental Association (ADA) and dental leaders throughout the country to explore this very topic and assess how it will impact the dental community.

### First Period

The number-one question on the minds of the dentists with whom I speak is “when will dental professionals be administered the vaccine?” As one might expect, the answer is a bit complicated. For weeks and even months (even before we knew what the vaccine would be), every state has been finalizing its own plan for distribution of the vaccine. This state-by-state approach is necessary—each state is unique in terms of its population, workforce, demographics and economy. Of course, the standard federal overview of how the vaccine should be administered is uniform: employees of long-term health care facilities are the hardest-hit among health care workers. Once this group is covered, health care workers and first responders are first in line.

However, health care is a tremendous industry, comprised not only of medical doctors and nurses but hospital workers, mental health care providers, and, of course, dentists and dental professionals. Supplies are limited, at least for now. While dentists and dental professionals are definitely higher on the list than other workforces, we must be patient and respectful of the process. We all have been eagerly anticipating this day since March—I encourage everyone to remain patient as this process gets underway.

### Second Period

One of the key innovations health care has embraced during the pandemic is telehealth. While patients were sequestered in their homes as early as March, some still needed to consult with their respective health care providers through live video chats and photographic/video consultations. Dentistry is not exempt

from this trend, as we have found ourselves part of this innovative approach to care. Certainly, a video consultation is not the same as a face-to-face patient encounter. Whether remote or in-person, the care we provide cannot fall short of the ethical standards to which we are committed. Additionally, a lack of that face-to-face ability during an ongoing COVID-19 surge has fostered the opportunism of so-called “do-it-yourself dentistry” organizations; we must protect our patients from the dangers these businesses often pose. Furthermore, we must work with third-party payers to ensure that reimbursement for teledentistry works to the benefit of both the dental office and patients alike.

It is for these reasons that the ADA has been actively moving toward helping dentists utilize teledentistry in such a way that it does not compromise care. The ADA Board of Trustees, working with our team of experts as well as third-party payers and federal and state governments, is actively exploring the best ways to add teledentistry to mainstream dental care’s cache. The process for this endeavor may take a few months, but it is our hope that teledentistry will only enhance dentistry long after the pandemic subsides.

### Third Period

Over the last nine months, we have all been through a long battle—one that has threatened our health and the health of our businesses. While the pandemic is far from over, we can take stock in many great blessings that shone despite the shadow of COVID-19.

Every state in New England can take great solace in the fact that we were able to reopen so quickly. Our timing was not forced nor was it based on a desire to just “get back to work.” It was based on science. In fact, whereas many state governments struggled to put together guidelines for businesses to reopen safely, dentistry was a comparatively easy one to reopen—the Tripartite network helped each state understand that dental offices could reopen safely and in such a way that patients were extremely safe.

Now, we can look ahead a few months with optimism, even when the present warrants caution. The road to recovery will not be easy, but as a collective—indeed, as a dental family—we can plot a course to calmer and more prosperous waters.

As always, it is a great honor to serve as your Trustee. Have a wonderful holiday season!



## Your Year-End Giving Makes a Real Difference

The Massachusetts Dental Society (MDS) Foundation, through its grant programs, continues to improve access to care for thousands of residents of the Commonwealth. With the need greater right now than ever, grants from the MDS Foundation support community organizations as they strive to provide critical programs for the neediest populations. With the end of the year approaching, please consider making a tax-deductible donation to support the MDS Foundation’s efforts to improve oral health care access. you can visit [massdental.org/foundation](https://massdental.org/foundation) to donate today!

**JOB OPPORTUNITIES AVAILABLE**

**ENDODONTIST.** Well-established one-location Southern NH group practice seeking a motivated and caring endodontist to join our professional family for a two-day per week position with excellent long-term potential. With a strong referral base, our multispecialty practice seeks a colleague with excellent communication and interpersonal skills to collaborate with us. Fully equipped including Zeiss microscope. Experience after residency preferred. Join us at Lindner Dental Associates, PC, in a beautiful, spacious, modern facility to practice in the suburbs—close to the mountains, the seacoast, and less than an hour to Boston. Please send resume and confidential inquiry to DMD603NH@gmail.com.

**ORAL SURGEON.** Highly regarded private, multispecialty group practice located in Southern NH is seeking a motivated and caring oral surgeon to join our professional family. With a strong referral base, our one-location group practice seeks an individual with excellent communication and interpersonal skills to collaborate with us. Experience after residency, including facility with pediatric sedation, helpful but willing to consider excellent new graduate. Join us at Lindner Dental Associates, PC, in a beautiful, spacious, modern facility to practice in the suburbs—close to the mountains, the seacoast, and less than an hour to Boston. Outstanding career opportunity for the right like-minded individual. Please send resume and confidential inquiry to DMD603NH@gmail.com.

**ORTHODONTIST.** Lindner Dental Associates is a successful multispecialty practice located one hour outside of Boston. My partners and I are looking to hire a talented orthodontic associate to join our growing practice. We are a privately owned partnership established over 30 years ago. The practice is family-oriented and offers pediatric, general, and orthodontic services. The practice is highly collaborative with eight partners who work closely together and are active members of the local community. This opportunity will provide the ability to grow into a partner-track position with significant training and mentorship. Ideally, qualified candidates will possess: attention to detail and a high level of technical skill; the motivation to quickly learn on the job and to grow into a senior member of the team; the ability to nurture and inspire an experienced staff; a humble can-do attitude and willingness to go above and beyond to ensure positive patient experiences. Please send resume and confidential inquiry to DMD603NH@gmail.com.

**ASSOCIATE GENERAL DENTIST—**Part-time associate dentist needed for busy family practices in Gardner and Paxton. Days needed are most likely Tuesday, Wednesday, Thursday, and every other Saturday. We pride ourselves on offering the best clinical care in a patient-centered environment. We are seeking a like-minded candidate that has a minimum of one year of experience. Our ideal candidate would be able to operate autonomously but be able to integrate into an existing team. If you are confident in your clinical skills and agree that the patient is paramount to our success, please send your CV to [officemanager@paxtontdentist.com](mailto:officemanager@paxtontdentist.com) or call 508.755.2905. We have all required PPE. We have implemented several new protocols according to the CDC guidelines due to COVID-19.

**PART-TIME DENTIST—**Onsite Dental Care is the leading provider of dental services to the assisted living industry! Do you have a strong desire to help seniors improve their lives through better oral health? If so, Onsite Dental Care could be the place for you! Onsite Dental Care provides caring and compassionate dental services that will support the health and well-being of residents in assisted living communities. We are seeking a dentist with a caring and compassionate demeanor, and strong communication skills. Flexible weekly schedule. Convenient family work hours. No evenings, no

weekends. This is a unique work environment with a focus on providing high-quality services to our communities and their residents. Please contact [fmanner@onsitedentalcare.net](mailto:fmanner@onsitedentalcare.net).

**FULL-TIME/PART-TIME ASSOCIATE DENTIST—**Busy state-of-the-art dental office in Boston is looking for a motivated and compassionate dentist to join our practice, focusing on providing quality dental care. We perform all phases of general dentistry, including implants and Invisalign. For immediate consideration, please send your resume to [info@washingtonparkdental.net](mailto:info@washingtonparkdental.net).

**RDH WANTED—**We are a family dental practice in Manchester, NH, with a focus in screening and treating airway, TMD, and sleep disorders, in addition to cosmetic dentistry. We are looking for a motivated, positive-minded hygienist who is passionate about dental hygiene. This position will be part time to start and then changed to full time once compatibility with the office culture is established. Please contact [teamisfam@gmail.com](mailto:teamisfam@gmail.com).

**DENTIST—IMMEDIATELY, TWO-MONTH DURATION: SEPTEMBER AND OCTOBER.** General practice in Belchertown, four ops, small to mid-volume, modern, clean, with very competent staff seeks dentist to cover for dentist/owner recovering from surgery, a two-month duration. We are a high-quality practice with a great work culture and commitment to safety and five-star customer service. We love what we do. Practice is open four days per week, Monday through Thursday. Ideally, we could use a dentist three to four days, but we are flexible and would work with two to three days. We are also open to hiring a dentist to work Friday, allowing the dentist to be employed with other offices. Again, we are flexible. Duties would be largely diagnostics, hygiene exams, crown preps, dental fillings, dentures, and root canals (if dentist is so inclined). Compensation: base pay, generous with 35% adjusted production. We will compensate for transportation at IRS rate. Talk to Cynthia at 413.320.7712 (text okay).

**GREAT GENERAL DENTISTS WANTED.** We are looking for caring, driven, and confident general dentists to join our Sturbridge and Cape Cod practices full time. The practices have a long track record of success as a private practice with a loyal patient base in place. Enjoy the benefits of a strong operational team to help support the practice while you focus on the clinical care with complete autonomy. With experienced staff in place, this is truly a plug-and-play situation. In addition to a strong compensation and benefits package, this position also includes paid-for CE opportunities and a sign-on bonus. Please contact [cbxler@midwest-dental.com](mailto:cbxler@midwest-dental.com).

**FULL TIME CDA WANTED.** Busy one-dentist practice in Cohasset seeks a dental assistant to join our terrific team. Please contact [dr.bct@comcast.net](mailto:dr.bct@comcast.net).

**FULL-TIME RECEPTIONIST—**Talented, energetic dental receptionist needed for busy, one-dentist Cohasset dental office. Knowledge of DENTRIX helpful. Please contact [dr.bct@comcast.net](mailto:dr.bct@comcast.net).

**DENTISTS AND DIRECTORS—**Seeking associate dentists and clinical dental director. The ideal candidate must have two-plus years of demonstrated success in a fee-for-service practice. Excellent team-building and leadership skills are needed. Candidate must be able to work with our specialists. Compensation: guaranteed base plus commission, free CEs, membership dues to dental societies, health insurance, 401(k), and much more. Please contact [jasmine.khedkar@42northdental.com](mailto:jasmine.khedkar@42northdental.com) or call/text 917.459.3702.

**SEEKING AN ENDODONTIST TUESDAY OR THURSDAY MORNINGS** for a high-end multispecialty practice located in North Andover. Must be able to

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

Reply to an MDS Box classified ad by emailing [advertising@massdental.org](mailto: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.

perform retreats and apicoectomies. Office has a microscope and cone beam scanner. Email your resume to [doctors@northandoverdentist.com](mailto:doctors@northandoverdentist.com) or fax to 978.685.7687.

**PART-TIME DENTIST NEEDED IN WESTERN MASSACHUSETTS** city of North Adams for two days a week. The successful candidate must be competent in restorative fillings, extractions, have an excellent chair-side manner, and be willing to participate in MassHealth and other dental insurance plans. If interested, please email a resume including verifiable references to [advertising@massdental.org](mailto:advertising@massdental.org) with MDS Box 1504 as the subject line.

**ENDODONTIST—**High-end multispecialty practice in Northborough is seeking a part-time endodontist for one to two days per week. Office has a microscope and CBCT. Highly lucrative position. Email CVs to [alexander.moheban@gmail.com](mailto:alexander.moheban@gmail.com).

**PROFESSIONAL GROWTH AND LEARNING OPPORTUNITY—**A growing dental practice in Longmeadow is seeking a Massachusetts certified dentist to join them. This is a tremendous opportunity for professional growth and learning. Potential to become an associate and partner. Brand-new building with six operatories, digital radiography, and state-of-the-art computer system. Please contact Stephanie Spolizio at [sspolizio@outlook.com](mailto:sspolizio@outlook.com) or 860.305.1175.

**ASSOCIATE OPPORTUNITY—**Cape Cod family general practice is seeking a part-time associate dentist. Please contact Dr. Schortmann at 508.888.1040.

**GP OR PROSTHODONTIST WANTED—**We are looking for a general dentist or prosthodontist in two very busy, family-oriented practices in Norwood and New Bedford. Position is available for one or both locations. Periodontist/oral surgery/pediatric dentist present. Looking for a dentist who's proficient in all aspects of dentistry, especially crown and bridge and implant restorations. Pay rate is 40% of collections for GP and 50% of collections for specialist. Please email resume to [nedspecialists@gmail.com](mailto:nedspecialists@gmail.com).

**ASSOCIATE DENTIST IN PRIVATE FAMILY PRACTICE.** Our family dental practice in Somerset is seeking a full-time associate (Monday–Friday). We are modern (digital X-rays, CBCT, intraoral scanner) and have a great team culture. Ideal candidate has at least one year of experience, is proficient in surgical extractions, and can quickly build rapport with patients. Guaranteed salary of \$120K or 30–34% adjusted production, whichever is higher. Please contact Chris Vanderpool, DDS, at (cell) 508.406.8355 or (email) [cvanderpool@gmail.com](mailto:cvanderpool@gmail.com).

**ENDODONTIST—**Looking for a board-certified/eligible endodontist part-time or full-time. We are a state-of-the-art endodontic practice with multiple locations in a Boston suburban area. Great opportunity for a motivated, passionate person. Please email [advertising@massdental.org](mailto:advertising@massdental.org) and put MDS Box 1500 in the subject line.

**ASSOCIATE GENERAL DENTIST—**We are searching for a knowledgeable dentist who can provide a range of services to our patients. The dentist will meet with patients, assess their dental health, perform scheduled cleanings, handle complex procedures such as root canals, extractions, and oral surgery, and work with other staff members to provide our clients with high-quality dental services.

Customer service is a priority to us. Provide high-quality restorative care to every patient. Educate patients on treatment including preoperative and postoperative care. Keeping records relating to the oral health of patients and the treatments given to them. Communicate and build a strong foundation of trust and respect between you and the patient. Work cooperatively with other dentists and dental professionals to provide the best possible care for patients. Please contact 508.397.6663.

**JOB OPPORTUNITIES WANTED**

**MASS DENTIST—LOCUM TENENS OFFICE COVERAGE.** Tufts graduate with 39 years of experience will provide coverage for emergencies, illness, vacation, family leave. Can do fill-in, PT, or temporary- or long-term. CV and references on request. Please call me at 508.642.7623 or email [srcdm1@gmail.com](mailto:srcdm1@gmail.com).

**ENDODONTIST AVAILABLE—**Experienced endodontist available part-time. Personable and dedicated to patient comfort with high-quality clinical results. Please contact [coastalendo2020@yahoo.com](mailto:coastalendo2020@yahoo.com).

**PRACTICES FOR SALE OR RENT**

**PITTSFIELD DENTAL OFFICE BUILDING FOR SALE—**Includes fully equipped dental facility, three rental apartments, and separate retail office. Dental office includes five fully equipped operatories, reception room, and business and private office. Excellent condition and well-equipped. Desirable area surrounded by professional businesses, bank, pharmacies, residential area. Turn-key operation for the proper interested individual. Please contact by email at [sf112@verizon.net](mailto:sf112@verizon.net).

**A YOUNG PRACTICE IN BEAUTIFUL FITCHBURG FOR SALE WITH BUILDING.** A two-year-old practice for sale, four rooms, and two additional with connections. Practice is open one to two days a week, with around \$200K yearly income. Twenty new patients a month with little marketing. Low overhead, best part is the location. Please email [advertising@massdental.org](mailto:advertising@massdental.org) and put MDS Box 1501 in the subject line.

**OFFICE FOR SALE—**Dental office condo for sale. Commercial condo formerly used as a dental office. Largest unit in boutique four-unit building with other dental tenants. A bright, spacious place for your business. Recent amendment also now allows for professional office subject to approvals/permit. Downtown location in neighborhood setting. Plenty of parking. Close to major highways. Condo fee includes heat, electricity, and water. Floor plan easily adapted to your needs. Offered at an affordable price ready for your personal build-out. Contact Cameron-Bishop at 978.423.3445 or [info@cameron-bishop.com](mailto:info@cameron-bishop.com).

**CAPE COD GENERAL PRACTICE—**Small, beautifully appointed general practice. Ideal as start-up or satellite location. Owner retiring January 2021. Leveraged purchase possible. Gross \$375K. Call or text 774.994.1068 or email [jmrgco@gmail.com](mailto:jmrgco@gmail.com) for details.

**MATURE MIDDLESEX COUNTY PRACTICE FOR SALE—**Historical practice, collections \$650K with three operatories in almost 700 sq. ft. Condo is also available. Paperless office with many technology upgrades. Great opportunity to get into practice ownership. Please contact [mdalton@morris.com](mailto:mdalton@morris.com) for MORR details.



**CAPE COD AREA GP FOR SALE \$870K COLLECTIONS—#2741.** Available for immediate sale: a profitable general practice in the highly desirable Cape Cod area. There are four operatories in 1,168 sq. ft. of an attractive facility with up-to-date equipment and technology. 2019 collections were over \$870K with the doctor (solo practitioner) seeing patients three days a week. The real estate is also available for sale. Please contact brokerage@mcgillhillgroup.com.

**HIGH-END GP FOR SALE IN BOSTON WITH EASY ACCESS TO PUBLIC TRANSPORTATION.** Seller works four days a week seeing roughly 16 patients a day. Office is 1,926 sq. ft. with five operatories and room for an additional three. Practice is 41% FFS, 59% PPO, and averages nine new patients per month. Gross production is ~\$1.3M, collections are \$1.1M, and overhead is 60%. Contact catriona@nationaldentalplacements.com.

**DENTAL OFFICE SPACE FOR RENT IN NEWTON CENTRE.** Modern dental office space for rent in Newton Centre. Three private operatories. Parking. Rental per day up to three days a week. Ideal for a start-up to see if Newton is the right location for your new practice. Contact newtonrental@icloud.com.

**OFFICE SPACE FOR SALE OR LEASE—Space only.** 1,250 sq. ft. in Middleboro. Well-run professional building with more-than-ample parking. Please contact broker at 508.942.0408 or owner at 508.972.3073.

**DENTAL OFFICE AVAILABLE FOR RENT AND FREE EQUIPMENT—Modern and well-maintained dental office with four ops.** Comes with everything for free: dental chairs, computers, X-ray sensors, furniture, etc. In ready-to-practice-right-away condition. Conveniently located in Coolidge Corner, Brookline. Easy parking, easy T and bus access. Please call or text 617.794.6428.

#### SEEKING PRACTICES

**OFFICE SPACE/PRACTICE MERGER:** Brookline—Coolidge Corner. Looking for someone with a practice who is willing to merge into our practice. Continue to work without the worries of running your practice. One of my associates currently retired, space is available to bring in your practice to ours. Flexible terms for a buy-out. Practice as long as you want. Great location, modern office, open space with plenty of windows. Call me at 617.412.0460 or email drbill@smilewell.com.

To place a classified ad, visit [massdental.org/classifieds](http://massdental.org/classifieds) to submit an ad online. Questions? Contact Mary O'Driscoll at [modriscoll@massdental.org](mailto:modriscoll@massdental.org) or 800.342.8747, ext. 220.

50 words or less (per insertion) . . . \$75

70¢ each additional word  
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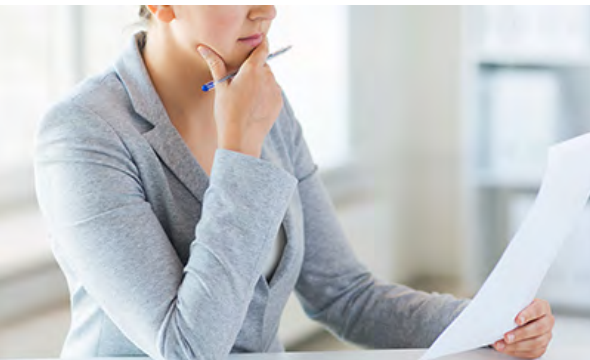
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**Issue . . . . . Ad Deadline**  
March-April . . . . . February 1  
May-June . . . . . April 1  
July-August . . . . . June 1  
September-October . . . . . August 1  
November-December . . . . . October 1  
January-February . . . . . December 1

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See more classified ads at  
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## Harvard IRB Seeking Volunteers

The Harvard Longwood Campus Institutional Review Board (IRB) is seeking volunteers to either join or provide consultation to its IRB. The IRB provides review and oversight of human subject research and is responsible for the ethical conduct and regulatory compliance of research involving human subjects. Specifically, it is seeking someone with oral health/medicine expertise to assist in the review of research applications from the Harvard School of Dental Medicine. To express interest, request additional information, and/or ask questions, please contact Kim Serpico, associate director of IRB Operations, at [kserpico@hsph.harvard.edu](mailto:kserpico@hsph.harvard.edu).



## Political Action Committee

To keep the profession of dentistry strong, we must have . . .

# ONE VOICE

### WHAT IS THE MDS-PAC?

The MDS-PAC is the political action committee of the Massachusetts Dental Society. The MDS-PAC seeks to create a favorable political environment by supporting pro-dentistry candidates and facilitating the political involvement of MDS members.

#### How Does the MDS-PAC Help Me?

The MDS-PAC is an integral component in ensuring that a pro-dentistry legislative agenda is advanced on Beacon Hill.

To contribute, visit [massdental.org/pac](http://massdental.org/pac)