

## Organized Dentistry Rallies to Oppose Medicare Part B Dental Benefit Proposal

For the past month, the American Dental Association (ADA) and Massachusetts Dental Society (MDS) have been contacting members, urging them to take action against proposed legislation that the U.S. Congress's House Ways and Means and Energy and Commerce committees are considering to expand Medicare to cover dental services through Medicare Part B. The U.S. House of Representatives advanced a budget resolution, which was passed in early August by Senate Democrats, that included a provision to expand the Medicare program to include

dental, vision, and hearing benefits. This legislation would greatly impact dentists, your patients, and your practices. Organized dentistry, which argues that this proposal ultimately would not provide care to those who need it most—low-income seniors—and would be a severe burden for dentists to participate, wasted no time in responding.

On August 30, ADA President Dr. Daniel J. Klemmedson emailed all ADA members and implored them to take action against this proposed legislation. Dr. Klemmedson stressed that while the ADA remains committed to addressing the oral health needs of all Americans—including older Americans—it is recommending that any proposed Medicare dental benefit:

- Not be administered within the Medicare Part B program
- Include a range of services necessary to achieve and maintain oral health for beneficiaries whose income is up to 300% of the federal poverty level in alignment with ADA policy on financing oral health care for adults aged 65 and older
- Be sufficiently funded and efficiently administered to ensure access to care
- Allow freedom of choice for patients to seek care from any dentist while continuing to receive the full program benefits

In a follow-up email to all MDS members, MDS President Dr. Meredith Bailey echoed Dr. Klemmedson's notion that dentists must be heard to help shape

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## The MDS Dedicates Memorial Garden to Late Executive Director Conor McNulty

On Wednesday, September 22, 2021, the MDS staff gathered for the dedication ceremony of the Conor McNulty Memorial Garden, a tribute to the Society's former Executive Director, who passed away suddenly on July 6, 2020. Conor joined the MDS in early March 2020 and saw the organization through the early, tumultuous days of the COVID-19 pandemic. While his time with the MDS was short, Conor had a long-lasting impact on the staff, the Board of Trustees, and many members. The garden, which includes plantings, seating, and a personalized stone, is located in the green space adjacent to the MDS building in Southborough.

The dedication ceremony was led by Ellen Factor, MDS managing director of membership and dental practice services, who delivered a touching address to staff. "We dedicate this Memorial Garden to pay tribute to Conor," she said. "The Memorial Garden should be a place where we can enjoy reflection, nature, and life. Please come out and enjoy this Memorial Garden whenever you need to take a break or when you just want to enjoy the sunshine. Rest in peace, Conor. May your memory continue in all those whose lives you touched."

The MDS invites all Board members and any members who stop by the Southborough headquarters to visit the Conor McNulty Memorial Garden to pay your respects or have a moment of reflection.





Dear Valued Members,

As I write this to you in late August, the Board of Trustees, MDS Committee Chairs, and your local District leaders are very busy creating initiatives to benefit all MDS members.

Over the summer, the Board of Trustees met three times to successfully define the core focus for our organization through a new purpose statement: "Empowering dental health professionals throughout their careers" and a new niche statement: "To be the leading resource for member success." The

Board also created a 10-year target and three-year strategic plan with 13 goals that has been shared with your District leaders by Secretary Dr. James Lee. Since this is the first year the Board is comprised entirely of Regional Trustees, special communication platforms to District members within this new governance structure are being considered and implemented.

As we focus on improving communication this year, the Board of Trustees worked collaboratively to develop the yearly charges for each MDS Committee and Task Force. The Board also met in person with Committee Chairs and consultants in August to share and discuss these important tasks. The MDS Committee Chairs will continue to meet with the Board quarterly and provide status reports.

In August, the Board also met in person with District Chairs to communicate the new strategic plan and important membership data. The Committee of Chairs and Chairs-Elect will continue to meet monthly this year. Vice President Dr. Abe Abdulwaheed will serve as Committee Chair and At-Large Trustee Dr. Neha Das will serve as Committee Vice Chair. This communication platform has proven to be a valuable source of bidirectional information exchange between the Districts and the MDS.

The Executive Committees of each District met virtually in August for District training provided by MDS staff, led by Executive Director Mr. Kevin Monteiro, CAE. The District calendar of events is being finalized as I write this, and District leaders are working hard to schedule a variety of events for members that will prove to be both professionally and personally rewarding. These events will be listed on the MDS master calendar on the homepage at [massdental.org](http://massdental.org). Be sure to check this calendar regularly and monitor your email for personal communications from your local District, which are sent out on Thursdays.

Lastly, the MDS Government Affairs Committee, which is led by Chair Dr. Keri Discepolo and Consultant Dr. Andrew Tonelli, who is also Chair of the Boston District, has been very active. In August, Dr. Abdulwaheed and I joined these leaders to meet virtually with Chairman Jamie Murphy and provide personal testimony advocating for two bills that the MDS supports: H.1181 - An Act Relative to Increasing Patient Choice Through Assignment of Benefits and H.1182/S.632 - An Act Relative to Medical Loss Ratio Reporting for Dental Benefits Companies. Please visit [massdental.org/legislation](http://massdental.org/legislation) for specific information about these bills, and if you would like to help advocate, contact a member of the MDS Governmental Affairs Committee or Brian Monteiro, MDS director of government affairs and public relations, at [bmonteiro@massdental.org](mailto:bmonteiro@massdental.org).

Looking ahead to the fall, we will continue to find ways to provide MDS members with resources to help navigate the changing dental landscape. Please be sure to check your email weekly as updates are sent on timely topics such as vaccinations, COVID variant strains, legislative issues, and practice management information.

On behalf of all the state and District leaders, I thank you all for your time and talent, and value and appreciate your membership.

Dr. Meredith A. Bailey  
MDS President 2021-2023

#### *Medicare Part B Dental Benefit Proposal, continued from page 1*

policy not only in the Commonwealth, but also across the country. Dr. Bailey urged all members to contact their representatives in the U.S. House to oppose the legislation.

To help members better understand the key issues and to answer many questions you may have about its stance, the ADA created a comprehensive FAQ, which is posted online at [ada.org/~media/ADA/Advocacy/Files/faq\\_medicare\\_dentalbenefit.pdf](http://ada.org/~media/ADA/Advocacy/Files/faq_medicare_dentalbenefit.pdf). Members can also find more information at [ada.org/medicare](http://ada.org/medicare).

Additionally, the ADA First District held two virtual Town Hall meetings on Wednesday, September 15, and Thursday, September 16, to apprise members of the latest information on the Medicare expansion legislation and the potential impact it could have on your dental practices and patients. These events were led by ADA First District Trustee Dr. Richard Rosato and hosted by the New

Hampshire Dental Society. Recordings of both meetings are now available for those who were unable to attend. Visit <https://bit.ly/3um7WPK> using passcode RL5&vuLk and <https://bit.ly/3zUa0j7> using passcode k3+KUG0Z to access the recordings.

In his August 30 communication, Dr. Klemmedson reminded ADA members of the importance of speaking with one voice: "You CAN make a difference," he said. "During the COVID-19 pandemic, more than 160,000 dentists wrote to Congress, and this helped ensure that Congress passed laws that supported dentistry. We need you to take action now by contacting your members of Congress."

If you haven't already, please visit the ADA Legislative Action Center at <https://actioncenter.ada.org/oppose-medicare-dental-benefit-part-b/> and make your voice heard to your Congressional representatives.



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# Board of Trustees Spotlight

Welcome to the Board of Trustees Spotlight, where you will get to learn a little bit more about the volunteer dentists who lead your Massachusetts Dental Society and who advocate tirelessly for the profession and their fellow members. Read on to learn more about your MDS leadership team!



**Name:** Meredith A. Bailey, DMD  
**Specialty:** General Dentistry  
**Region/District:** 5/Boston  
**Current Position on the Board:** President  
**Previous Positions on the Board:** Vice President, Guest Board Member  
**Years on the Board:** Four  
**Number of Years of MDS Membership:** 14

## Why did you choose dentistry as a profession?

While I was volunteering at the local free clinic in Virginia, a farmer came in after being in pain for months. Unfortunately, all of his remaining teeth needed to be extracted and he was devastated. As a volunteer, I witnessed how a dentist was able to provide a set of dentures for this man and restore his health and positive outlook. This rewarding experience influenced me to become a dentist and impressed upon me the value of public health practices.

## How did you become involved in organized dentistry and what made you decide to volunteer?

I began my involvement as an ASDA Class Representative while in dental school at Case Western Reserve University School of Dental Medicine, and that solidified to me the importance of not only belonging to organizations that represent the profession, but also contributing as a leader. As the current First District representative and Vice Chair of the ADA Council on Ethics, Bylaws and Judicial Affairs, I have gained a global perspective on the important issues our profession is facing and I am able to problem solve with leaders from all parts of the country.

As a member of the Governance Task Force since its inception and co-founder of the Boston District Dental Society, I helped to create a vision from scratch and then watched it materialize through the hard work of volunteers. The people I meet volunteering stoke my passion for the profession and I hope to pass that excitement to other members.

## Why did you decide to seek a position on the Board?

My age and experience allow me to relate to all members, and I represent the next generation of dentists while bridging the entire membership. Right now, more than ever, it is critical that we work together as a unified organization to forge the strategic direction of our future, and I want to make this happen!

## What's your favorite part of serving on the Board?

The MDS leaders work hard to protect the interests and preserve the integrity of the dental profession. It is a privilege to contribute to the development of ideas and implementation of changes that will determine the path of the profession.

## What's one thing members would be surprised to learn about you?

I love to downhill ski and raced giant slalom on my college club team and in a league at Nashoba Valley.

## What one piece of advice would you give to a new dental school graduate?

Get involved in organized dentistry! You will make valuable connections while contributing to something greater as you develop your career.

## What one word best describes you?

Proactive

## If you weren't a dentist, what would you be?

I have always been fascinated by science and space. At the age of 8, after attending space camp in Houston, I wanted to be a NASA flight director (the head of Mission Control).

**Name:** Abe Abdul, DMD, MBA, MAGD, ABGD, FAAHD

**Specialty:** General Dentistry  
**Region/District:** 3/South Shore  
**Current Position on the Board:** Vice President  
**Previous Positions on the Board:** South Shore District Trustee, Guest Board Member  
**Years on the Board:** Four  
**Number of Years of MDS Membership:** 12



## How did you become involved in organized dentistry and what made you decide to volunteer?

As a dental student at Tufts University School of Dental Medicine, I identified a need in the nearby Chinatown immigrant community. They didn't have access to dental care, so I founded the Boston Chinatown Outreach Program. My work helped provide education and access to care for hundreds. I continued to care for the underserved through my start-up practice in Quincy. Within a year of our founding, Medicaid was cut. My patients would lose access to care, and my practice would lose 80% of its patient base. At that time, I lobbied Beacon Hill alone. I failed. The MDS and our many leaders adopted me. I learned very quickly that we must work together, create coalitions, and become more effective. In the past two decades, I have realized that disparities exist in many communities. They exist for the dental profession, as well. The profession's stature and credibility are being challenged. To volunteer is to protect our way of life, our patients, and health care as a whole.

## Why did you decide to seek a position on the Board?

Dentistry is a labor-intensive feat. Being a GP is tough. While doing a single procedure, I am often torn by administrative, staff, and other patient duties. The dentist-owned-and-operated tradition, way of life, and practice is under more pressure than ever. There are complex etiologies to this. For certain, misguided policies have contributed to our stresses. There are actors that do not deliver care, do not understand medicine, and do not share in our ideals competing to advocate for our future.

Dentists are the authority for oral health. My mission is to focus our Dental Society on the true issues that matter to the dentist. I would like to see our profession be recognized as essential. For legislators to synergize with our goals. For the small business of dentistry and its owners to succeed.

## What is the most important member value that the MDS delivers?

During the pandemic, the MDS has stood up more than ever before. We guided policy makers to help practices open sooner. We secured PPE for our members. We listened. This isn't enough. Your Society is in constant evolution for improvements. We hope to secure our future. The value of the MDS is that it's your platform. A place where we come together and synergize our resources. Together, we tackle the major issues affecting all dentists. Together, we preserve our traditions. Together, we steer the future favorably for the profession and for the patients we care for.

## What is the biggest impact resulting from the new governance structure?

We are still testing the new governance structure. New challenges arise in our profession frequently. Being lean, thin, and nimble are time-tested business concepts. It is our hope to be able to make decisions more efficiently in the future.

## What would members be surprised to learn about that the Board does?

The Board is operated by dentists, for dentists. The strengths and weaknesses of a dentist-driven organization exist here. This may or may not be a surprise. But

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# Board of Trustees Spotlight



**Name:** Raymond K. Martin, DDS  
**Specialty:** General Dentistry  
**Region/District:** 3/Southeastern  
**Current Position on the Board:** Speaker of the House  
**Previous Positions on the Board:** President, Immediate Past President, President-Elect, Vice President, Southeastern District Trustee  
**Years on the Board:** 13  
**Number of Years of MDS Membership:** 38

## How did you become involved in organized dentistry and what made you decide to volunteer?

I first volunteered at the Yankee Dental Congress and really enjoyed the experience. I started in District leadership as Editor of the Southeastern District Dental Society and gradually moved up to Chair.

## Why did you decide to seek a position on the Board?

After serving as District Chair, I wanted to continue to grow as a leader and the MDS Board was a natural next step.

## What is the most important member value that the MDS delivers?

Inclusivity and connection. Helping dentists succeed by letting them know they are not alone.

## What is the biggest impact resulting from the new governance structure?

A younger, more vigorous Board and House of Delegates with more opportunities for leadership growth.

## What would members be surprised to learn about that the Board does?

Very important high-level negotiations on sensitive legislative and financial matters

## What do you like to do when you're not working?

Mountain bike, road bike, cook, and research and collect wine

## What's one thing your colleagues would be surprised to learn about you?

I was commissioned as an officer in the Massachusetts National Guard at the age of 62 and have been deployed twice for the COVID-19 pandemic response.

## What one piece of advice would you give to a new dental school graduate?

Broaden your skill set by taking in-depth continuums in the areas of dentistry that you like (e.g., implants, aesthetics, CAD/CAM, etc.).

## What one word best describes you?

Driven

## If you weren't a dentist, what would you be?

If I weren't red/green color blind, I would have been a pilot.

**Name:** James E. Lee, DMD  
**Specialty:** General Dentistry  
**Region/District:** 6/East Middlesex  
**Current Position on the Board:** Secretary  
**Previous Position on the Board:** East Middlesex District Trustee  
**Years on the Board:** Four  
**Number of Years of MDS Membership:** Eight



## How did you become involved in organized dentistry and what made you decide to volunteer?

I started my involvement with organized dentistry in dental school participating in the advocacy efforts of the American Student Dental Association (ASDA). I also had a wonderful experience serving as a student representative to the MDS Council on Dental Care and Benefit Programs (now the MDS Dental Practice and Benefits Committee), which opened my eyes to the important resources that the MDS provides to member dentists. After graduation, I attended my first East Middlesex District Dental Society meeting and was super impressed with the vibrant community of local dentists. I decided to volunteer because I love connecting with and learning from all these wonderful dental professionals.

## Why did you decide to seek a position on the Board?

I decided to seek a position on the Board because I want to help the MDS continue to be a strong and vibrant organization that is responsive to the needs of our dentists and our profession. As a second-generation dentist, I believe my unique perspective and skill set will help the MDS provide relevant and essential resources to help dentists thrive.

## What is the most important member value that the MDS delivers?

The most important member value the MDS delivers is advocacy. Our profession of dentistry is a beautiful and diverse tapestry of different practice choices, styles, and practitioners. Advocacy unites us all because we are all dental professionals.

## What do you like to do when you're not working?

I love exercising and spending time outdoors when I'm not working. I prioritize work-life balance because I believe it is essential for a long and healthy career in dentistry.

## What one piece of advice would you give to a new dental school graduate?

Get involved early! There is a place in organized dentistry for everyone and we need your leadership to meet the challenges facing our profession. Involvement in organized dentistry has been one of the most rewarding experiences of my professional career and I hope you will help lead our profession into the future.

# Board of Trustees Spotlight



**Name:** Jennifer Korzeb, DMD  
**Specialty:** General Dentistry  
**Region/District:** 6/Merrimack Valley  
**Current Position on the Board:** Treasurer  
**Previous Position on the Board:** At-Large Trustee  
**Years on the Board:** Two  
**Number of Years of MDS Membership:** 16

## How did you become involved in organized dentistry and what made you decide to volunteer?

When I graduated from dental school, I worked as an associate for a wonderful dentist and mentor who encouraged me to become involved with the MDS. He showed me everything that the MDS does for its members and how important it is to be engaged and involved in the Society.

## Why did you decide to seek a position on the Board?

To be a part of something bigger. Since becoming a member, I have volunteered with the Society on various Committees and I served on the ADA Council on Dental Education and Licensure. I felt it was time for me to step up and serve on a larger scale.

## What is the most important member value that the MDS delivers?

The MDS does so much for its members that it's hard to narrow it down but for me, it's everything the Society does for government advocacy. It is always looking out for our best interest by proposing bills and supporting those bills that will help members and our patients.

## What is the biggest impact resulting from the new governance structure?

I think regionalizing our state has brought us closer together. Formation of the Committee of Chairs and Chairs-Elect has given us all an opportunity to hear from our colleagues from other parts of the state. We have learned what issues they are dealing with and have helped each other come up with solutions to problems.

## What would members be surprised to learn about that the Board does?

I would hope there are no surprises. I think that we are an open book and the MDS does a great job of communicating to our members what we do.

## What do you like to do when you're not working?

I perform for a semi-professional ballet company. Now that some of the COVID restrictions have been lifted, I'm looking forward to getting back on the stage and dancing for a live audience. I'm also an avid gardener and I enjoy spending as much time as I can with my two-year-old daughter.

## What's one thing your colleagues would be surprised to learn about you?

I was Mrs. Massachusetts United States in 2010. I spent my reign traveling around the state educating people about the importance of oral health. I also got to compete in Vegas for the title of Mrs. United States.

## What one piece of advice would you give to a new dental school graduate?

Your Dental Society can provide you with a wealth of information throughout your career. Get involved and stay involved—it's a decision you won't regret.

## What one word best describes you?

Meticulous

## If you weren't a dentist, what would you be?

Neurosurgeon

**Name:** MaryJane Hanlon, DMD  
**Specialty:** General Dentistry  
**Region/District:** 5/Boston  
**Current Position on the Board:** Immediate Past President  
**Previous Positions on the Board:** President, President-Elect, Vice President, Middlesex District Trustee, Guest Board Member  
**Years on the Board:** 12  
**Number of Years of MDS Membership:** 24



## How did you become involved in organized dentistry and what made you decide to volunteer?

I became involved as a way to meet other dentists in the area and to gain collaboration when I was working on cases.

## Why did you decide to seek a position on the Board?

I really enjoyed giving back my time to the profession that literally makes me happy every single day. I truly believe that when we are blessed by good things in life, that if you return the favor, life just keeps providing more and more good things to do! I enjoy volunteering my time in support of students, my alma mater, and my profession.

## What is the most important member value that the MDS delivers?

There are so many member values that the MDS delivers. I think, however, that during COVID, the MDS outdid itself. The MDS staff worked tirelessly every single day to ensure that dentists in the Commonwealth had the most up-to-date information on how to keep themselves safe, as well as their staff and family. The information was relayed as soon as we had it—sometimes necessitating multiple emails. I wish the members could see firsthand how hard this team works to ensure timely and relevant delivery of information.

## What is the biggest impact resulting from the new governance structure?

This is the first year that the Board is as small as it has been. Coming from a District that was on the newer side anyway and one that did not experience much in the way of significant change, I have yet to see any major impact from the new structure.

## What would members be surprised to learn about that the Board does?

The Board is very thoughtful in its decision making. It takes its time to see all sides before making a final decision. Board members come prepared and ready to work. We enjoy each other's company and really missed seeing each other during COVID, just like our members.

## What do you like to do when you're not working?

My favorite pastime is photography! However, I do love being out in my yard working on improving my landscaping.

## What's one thing your colleagues would be surprised to learn about you?

I think members would be surprised to know that I own a John Deere tractor complete with a bucket and backhoe. I have dug up more than 250 tree stumps in my yard to improve the landscaping!

## What one piece of advice would you give to a new dental school graduate?

Go where you are needed, not where you want to be. You'll pay back your student loans quickly and easily. The fewer dentists are in an area, the more opportunity.

## What one word best describes you?

Courageous

## If you weren't a dentist, what would you be?

The CEO of a dental-related business



# Board of Trustees Spotlight



**Name:** Kevin C. Monteiro, CAE  
**Current Position on the Board:** Executive Director  
**Years on the Board:** One  
**Number of Years at the MDS:** Eight

**What's the biggest change you've seen in the MDS since you started at the Society?**

The biggest change has been the adoption of new technologies to connect members more easily with

the MDS and with one another. Not that long ago, in-person meetings or phone calls were the only options to connect with each other. Now, with virtual platforms like Zoom, we can conduct virtual meetings, CE courses, social events, and more. This will not be a 100% shift for the organization, but it can appropriately complement in-person interactions.

**What is the most important member value that the MDS delivers?**

Community. The MDS, through its various products, services, and programs, provides members with opportunities to connect with each other within the profession of dentistry. By participating and engaging with the MDS, members share in moving the profession forward together.

**What is the biggest impact resulting from the new governance structure?**

This will take time to fully assess since the final phase of the new governance structure only became effective on July 1, 2021. One positive that is noticeable already is the cohesiveness of the Board members due to the size of the Board shrinking. This should allow the Board to be nimbler as it needs to make decisions quickly in a rapidly changing environment.

**What would members be surprised to learn about that the Board does?**

I think members might not fully grasp how much research, analysis, and debate is done before the Board makes decisions. Being an MDS Board member comes with immense responsibility that takes a significant amount of time to meet those responsibilities. It takes a lot more than simply attending several meetings every year.

**What do you like to do when you're not working?**

My partner Linda and I live in a condo in Boston with our large, energetic dog Charlie. Naturally, any free chance that we have we spend it outside with Charlie walking, running, hiking, etc. Having learned how to ski during the past few years, we now make sure we downhill and cross-country ski a few times each winter. Lastly, we are avid travelers (pre-pandemic) and thoroughly enjoy planning all the details related to traveling, such as picking the destination, restaurants, hotels, etc.

**What's one thing your Board colleagues and members would be surprised to learn about you?**

I speak Portuguese fluently.

**If you weren't MDS Executive Director, what would you be?**

If I weren't MDS Executive Director or more broadly working in the association realm, I would work in finance, perhaps as an investment banker or an advisor.

**What is the biggest challenge you think you face in leading the organization?**

Adapting the organization to the pace of change occurring within associations and dentistry while building company morale amidst a pandemic. All the while, there is still uncertainty about the renewed impact of COVID on society.

**Name:** Paul Gamache, DMD  
**Specialty:** General Dentistry  
**Region/District:** 1/Berkshire  
**Current Position on the Board:** Region 1 Trustee  
**Previous Position on the Board:** Berkshire District Trustee  
**Years on the Board:** Four  
**Number of Years of MDS Membership:** 25



**How did you become involved in organized dentistry and what made you decide to volunteer?**

Shortly after arriving to Berkshire County, I joined the MDS to become acquainted with my colleagues in the area. After my second year, a member of the Executive Committee tapped me on the shoulder and asked me to consider running for District Secretary.

**Why did you decide to seek a position on the Board?**

After serving on the Berkshire District Executive Committee for more than 20 years, our outgoing District Trustee Dr. Jay Wise asked me to consider following in his footsteps on the MDS Board of Trustees.

**What is the most important member value that the MDS delivers?**

The MDS provides dentists with their least-expensive staff member. The MDS is able to provide answers to questions concerning issues that in-office staff might not know and provides a legislative presence that can not be created by an individual office. It employs the only non-dentist group of career professionals in Massachusetts that are tasked with looking out for our interests.

**What is the biggest impact resulting from the new governance structure?**

The Board is smaller now and the responsibilities of each participant have increased. Board members will now be even more engaged in the business of our Society.

**What would members be surprised to learn about that the Board does?**

The Board exerts energy and thought on long-term, statewide issues concerning dentistry in a forum where differing opinions and discussion are encouraged in order for an informed decision or course of action to be made or taken.

**What do you like to do when you're not working?**

I enjoy exploring the beautiful Berkshires landscape on a road bike in the summer and trail hiking our mountain peaks in the winter. When traveling to warmer climates, our family enjoys scuba diving together.

**What's one thing your colleagues would be surprised to learn about you?**

A career in practicing dentistry (in what many of my Eastern Massachusetts colleagues might consider a rural area) has allowed me to travel all over the world. Even though my daily work commute is only 9 miles, I have been fortunate to spend time in distant locations such as New Zealand, Bora Bora, all points in Europe, and the Caribbean.

**What one piece of advice would you give to a new dental school graduate?**

Dentistry's greatest gift is how we can impact the lives of our patients. Dedicate your career to providing high-quality, compassionate care while embedding yourself into the lives of your patients and you will look back at this in retirement and discover that the profession has fulfilled you in ways you did not comprehend at the start.

**What one word best describes you?**

Energetic

**If you weren't a dentist, what would you be?**

As an undergraduate biology major, I found enjoyment studying mathematics and chemistry. A career using these two subjects might have been a substitute for dentistry.

# Board of Trustees Spotlight



**Name:** John P. Gusha, DMD  
**Specialty:** General Dentistry  
**Region/District:** 2/Worcester  
**Current Position on the Board:** Region 2 Trustee  
**Previous Position on the Board:** Worcester District Trustee  
**Years on the Board:** Five  
**Number of Years of MDS Membership:** 35

## How did you become involved in organized dentistry and what made you decide to volunteer?

It was my mentor who brought me to my first meeting at the District level. Once I started to get involved, I learned the value of volunteering with our Society.

## Why did you decide to seek a position on the Board?

After volunteering at the District level, I felt compelled to follow the path of my friends and colleagues who went on to represent our District at the state level.

## What is the most important member value that the MDS delivers?

Advocacy and camaraderie

## What is the biggest impact resulting from the new governance structure?

I feel that the MDS is working hard to streamline the Board and create better communication with the Districts.

## What would members be surprised to learn about that the Board does?

The Board is constantly challenging itself to create more value for its members.

## What do you like to do when you're not working?

My hobbies are hiking, woodworking, and golfing.

## What's one thing your colleagues would be surprised to learn about you?

I have the most wonderful family a person could ask for: a terrific wife of 37 years, four married children, and eight beautiful grandchildren.

## What one piece of advice would you give to a new dental school graduate?

That's easy: Find a mentor and get involved!

**Name:** Paul McGrath, DMD  
**Specialty:** General Dentistry  
**Region/District:** 3/Cape Cod  
**Current Position on the Board:** Region 3 Trustee  
**Previous Position on the Board:** Cape Cod District Trustee  
**Years on the Board:** Four  
**Number of Years of MDS Membership:** 34



## How did you become involved in organized dentistry and what made you decide to volunteer?

I met other local dentists while attending District meetings over the years, and several of them had served in various District and state positions. Two members were strong influences on me, and encouraged me to get involved: the late Dr. Dan Mahoney and ADA and MDS Past President Dr. Robert Faiella.

## Why did you decide to seek a position on the Board?

I had volunteered in various District Officer positions and on Committees over many years. After my terms had completed, I continued to work on the District level more as an informal advisor, so I was still connected and involved. I had also served as a member of the MDS Council on Public Affairs and as a delegate to the MDS House of Delegates for several years, so I became familiar with the issues and the other volunteers from around the state. When our Trustee position became open, it was a natural progression for me. I was especially privileged to follow in the footsteps of Dr. Richard Marchand, Dr. Mahoney, and Dr. Faiella as the (last) Trustee from the Cape Cod District.

## What is the most important member value that the MDS delivers?

It's hard for me to single out one member value as the most important, because I think the answer varies for each member. We have new dentists, veteran practitioners, educators, practice owners, specialists, and so on. For some, it would be legislative and third-party advocacy, for others continuing education. For me, it has been the opportunity to meet and connect with other dentists, especially younger ones or those from different backgrounds, and realize what we all have in common.

## What is the biggest impact resulting from the new governance structure?

This is another difficult question to answer, because I don't think we really know at this point. When I first joined the Board of Trustees, there were 21 members. If everyone weighed in on a topic, the work could become unwieldy. The smaller Board of 14 encourages opinions from everyone, and fosters more efficient discussion and decision making, but it's still very new. I think we will need to wait a couple of years to be able to really answer that question.

## What would members be surprised to learn about that the Board does?

I think members would be surprised at the amount of time the Board spends working on their behalf. During the pandemic, I think the Board met via Zoom nearly 20 times.

## What do you like to do when you're not working?

Besides spending time with my wife Karen and our large extended family, I like being outdoors, and especially on the water. I am bored with what is on television and have turned to books more and more over the years. I love cycling, and have been riding either a road bike or a mountain bike with the same core group of friends two or three days a week, 52 weeks a year, for more than 35 years.

## What's one thing your colleagues would be surprised to learn about you?

They might be surprised to learn I am the oldest of nine siblings. That relationship does require a special skill that I think has helped me throughout my life.

*Continued on page 10*

# Board of Trustees Spotlight



**Name:** Mary C. DeMello, DMD  
**Specialty:** General Dentistry  
**Region/District:** 4/Metropolitan  
**Current Position on the Board:** Region 4 Trustee  
**Years on the Board:** One  
**Number of Years of MDS Membership:** 35

## How did you become involved in organized dentistry and what made you decide to volunteer?

I am and have always been a firm believer in organized dentistry and that a unified voice sends a strong message.

## Why did you decide to seek a position on the Board?

To help create that unified voice

## What is the most important member value that the MDS delivers?

Advocacy. If we are not at the table, decisions will be made without our input.

## What is the biggest impact resulting from the new governance structure?

Being nimble as an organization

## What would members be surprised to learn about that the Board does?

Honestly, enhanced communication and involvement among the Districts. This promotes good will.

## What do you like to do when you're not working?

Usually exercise: running, biking, Pilates, yoga

## What's one thing your colleagues would be surprised to learn about you?

I completed my first Pan Mass Challenge (PMC) as a rider (two days, 188.72 miles) after volunteering for 27 years helping to coordinate the massage therapy efforts at the Massachusetts Maritime Academy in Bourne.

## What one piece of advice would you give to a new dental school graduate?

Become involved with the MDS at the start with the Yankee Dental Congress or at the District level. The rewards are endless.

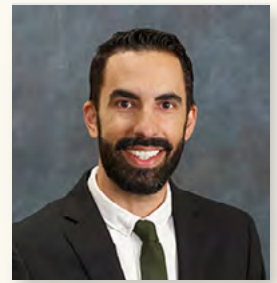
## What one word best describes you?

Passionate

## If you weren't a dentist, what would you be?

A gardener or landscape architect

**Name:** Michael A. Mayr, DMD  
**Specialty:** General Dentistry  
**Region/District:** 5/Boston  
**Current Position on the Board:** Region 5 Trustee  
**Years on the Board:** One  
**Number of Years of MDS Membership:** Five



## How did you become involved in organized dentistry and what made you decide to volunteer?

I was involved in my ASDA chapter in dental school, and the opportunities that it brought and the people that I met made me realize the value of organized dentistry. It was a no brainer to get involved with the MDS when I started practicing.

## Why did you decide to seek a position on the Board?

I felt that the organization needed the input from my generation of dentists. I can only hope to best represent younger dentists and work to address the challenges that our predecessors didn't have.

## What is the most important member value that the MDS delivers?

The MDS provides community. And I mean that in every sense: a community of friends, a community that shares the same challenges and concerns, and a community that supports each other both in our practice and personal lives.

## What is the biggest impact resulting from the new governance structure?

I'm really excited to see how Districts that are in the same Region can collaborate with one another. It's funny how you're right next door to each other, but for far too long, a District wouldn't ever interact with its neighboring District.

## What would members be surprised to learn about that the Board does?

We have our eyes and ears on almost every component of the Society, including the Yankee Dental Congress. Also, we serve as delegates to the ADA House of Delegates, which means we have a pulse on local, regional, and national operations.

## What do you like to do when you're not working?

I love home improvement projects and working in the garden. As many of my fellow young dentists probably know . . . there are not many days when I'm not working.

## What's one thing your colleagues would be surprised to learn about you?

I'm pretty much an open book.

## What one piece of advice would you give to a new dental school graduate?

Don't go it alone. Find a good network of colleagues and peers that understand the struggles of the early years of practice and make sure you have a good outlet for stress and frustrations.

## What one word best describes you?

Goofy

## If you weren't a dentist, what would you be?

Probably an architect or something that involves structural design



# Board of Trustees Spotlight



**Name:** Maritza Morell, DMD, MS, MPH, SM  
**Specialties:** Pediatric Dentistry and Public Health Dentistry  
**Region/District:** 6/Merrimack Valley  
**Current Position on the Board:** Region 6 Trustee  
**Previous Position on the Board:** Merrimack Valley District Trustee  
**Years on the Board:** Two

**Number of Years of MDS Membership:** 22

## How did you become involved in organized dentistry and what made you decide to volunteer?

I started getting involved in organized dentistry in dental school when I became ASDA president and ASDA delegate. I have been involved with organized dentistry since then non-stop! I bring my passion for service and commitment proudly to any position I become involved with. I have been a unifying voice saying that leadership must reflect all demographics of dentistry.

## Why did you decide to seek a position on the Board?

I staunchly believe that diversity needs to be embedded within the ADA at all levels of the Tripartite in order to be sustainable. Inclusion is embraced as one of the fundamental MDS core values. I felt that as one of the past presidents of the National Hispanic Dental Association and one of the members on the ADA Diversity and Inclusion Committee, I could bring insights on inclusive leadership. I want to help magnify the impact of the MDS's efforts to build a stronger bridge with other community members that may be "missing in action" in our MDS/ADA dental community as a whole that are not formal members of our Dental Society.

## What is the most important member value that the MDS delivers?

The MDS seeks to represent members' needs accurately, with innovation and sensitivity.

## What is the biggest impact resulting from the new governance structure?

The governance reform can change the culture of our organization to better represent our membership, guarantee our future sustainability, and foster a pool of leaders who would proliferate a welcoming environment to help close the gap in areas such as age, workplace differences, gender, years of experience, race, and foreign-trained dentists. The MDS's efforts do foster culturally competent inclusion, demonstrating that we can all work together in a dynamic unified manner, regardless of upbringing or previous work experience.

## What would members be surprised to learn about that the Board does?

I am excited about our Society's ability to adapt to change during the COVID-19 pandemic, and our ability to meet these constant challenges, and I am proud of our transformation to the more virtual and hybrid platform that started during the pandemic. Now, new models are here to stay and make the MDS more member friendly and more accessible.

## What do you like to do when you're not working?

If I am not working, you can usually find me at the beach. I am an island girl originally from Puerto Rico, and I love sand and ocean water.

## What's one thing your colleagues would be surprised to learn about you?

Two of my hobbies are interior design and event planning. My grandmother used to own a wedding planning business where I used to work growing up, and I learned so much about floral design, wedding cake decorating, event decorating, and party planning.

*Continued on page 10*



**Name:** Neha Das, DDS  
**Specialty:** Pediatric Dentistry  
**Region/District:** 1/Berkshire  
**Current Position on the Board:** At-Large Trustee  
**Years on the Board:** One  
**Number of Years of MDS Membership:** Five

## How did you become involved in organized dentistry and what made you decide to volunteer?

I've been involved in organized dentistry since my time in dental school. My time as a member of—and later leader in—the American Student Dental Association allowed me to gain experience within organized dentistry. I began to understand the importance of having a strong voice, not just as a professional but also as a profession. This can only be accomplished when we, as dentists, come together to discuss our current issues and our goals for the future. Although we can certainly make some progress when we work as individuals, we are capable of so much more when we come together and work to create a cohesive vision and plan for its achievement.

## Why did you decide to seek a position on the Board?

Our profession currently faces many issues, from insurance reimbursement to access to care to the changes due to COVID-19. In order to effectively address these issues, protect our profession, and optimize patient care and outcomes, we must work together. I understand the gravity of these challenges, and I want to be a part of the solution.

## What is the most important member value that the MDS delivers?

The MDS is *the* go-to resource for dentists in Massachusetts whenever they have questions or concerns.

## What is the biggest impact resulting from the new governance structure?

The new governance structure eliminates a lot of the hierarchy that used to exist. It's much easier for people's voices to be heard so they can have a direct influence.

## What do you like to do when you're not working?

I love to garden, paint, bake, write, and spend time with my family. Some of the best days are ones where we're just hanging out together—no plans, no obligations . . . just a time to enjoy each other's company.

## What's one thing your colleagues would be surprised to learn about you?

I'm pretty good at baking, which is ridiculous since I spend most of my workdays preaching about the importance of minimizing sugar consumption. And I'm very competitive while playing sports.

## What one piece of advice would you give to a new dental school graduate?

Find the right people to work with. If you're in the right place, learning and growing as a professional will be a pleasure. If you are in the wrong place, it can be a struggle, and you can develop some bad habits.

## What one word best describes you?

Stubborn

## If you weren't a dentist, what would you be?

I have no idea. Maybe I'd do some immunology research. Or maybe I'd bake. Or maybe I'd discover something new that I love.

# Board of Trustees Spotlight

*Dr. Abe Abdul, continued from page 3*

I truly believe that the Board wants to hear from its members. It needs to hear from its members. If you have an issue, trouble, or challenge, I hope you will pick up the phone and call one of us.

## **What do you like to do when you're not working?**

Like most of you, I work a lot. Maybe more so now than ever. In the little spare time I have, I spend time caring for my Mother. I really enjoy our time together. We dine at restaurants around Boston. Share past stories that we have shared a million times, repeatedly. My Mum remains my number one advocate, adviser, and best friend.

## **What's one thing your colleagues would be surprised to learn about you?**

Like many of you, I also question the value of organized dentistry. Yes, I said it. There are days when I feel that we are moving too slowly. There are days when I hear from our colleagues, and I am frustrated that we, I, cannot do more. I often speak to my partner LoAn and my Mum about my heartaches. Always, I am reminded that change doesn't happen overnight. And that we must all—the profession—take responsibility and an active role for the vision we seek. Our profession and its future is in our own hands.

## **What one piece of advice would you give to a new dental school graduate?**

Exercise, live well, and love more

## **What one word best describes you?**

Steadfast

## **If you weren't a dentist, what would you be?**

Astronaut

*Dr. Paul McGrath, continued from page 7*

## **What one piece of advice would you give to a new dental school graduate?**

Take good care of your patients, and they will take good care of you.

## **What one word best describes you?**

Curious . . . one word that could have more than one meaning.

## **If you weren't a dentist, what would you be?**

Harbormaster, restaurant critic, and part-time mechanic

*Dr. Maritza Morell, continued from page 9*

## **What one piece of advice would you give to a new dental school graduate?**

I would always encourage a new dental school graduate to get involved in organized dentistry with their Society early on to find mentors. I would urge the new dentist to make time for organized dentistry even when life seems busy with a young family or starting a new practice. There are so many benefits to joining, and your Society needs your input in order to serve you more effectively. Together, we can continue to design programs and forums that will increase communication, fortify relationships, and foster bonds across different groups that promotes inclusion of *all* dentists and their staff members.

## **If you weren't a dentist, what would you be?**

If I was not a dentist, I would have been an obstetrician like my husband. I love the fact that ob-gyn is the medical specialty that deals with happiness and new life instead of morbidity and mortality like the other medical specialties.



## 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).

# ADA MEMBERS SAVE AT YANKEE 2022

*Your Yankee Dental Congress 2022 experience will offer more value than ever before!*

## Your Registration Includes:

- Entrance to the Exhibit Floor
- Admission to the Exhibit Floor courses
- Admission to all Minuteman courses
- Admission to the Corporate Forums
- Admission to the New After Party
- Access to all promotions (Spend and Get, Super Saturday Raffle, etc.)
- General Attendance Credits

## Just Want to Shop on the Exhibit Floor?

Register for a **FREE** Visitor Pass. A Visitor Pass gives you access to the Exhibit Floor **only** and does **NOT** allow you to attend courses or events, receive General Attendance credits, or take advantage of promotions.

**EARLY BIRD**  
THROUGH  
11/12

All ADA Members & Staff .....\$39  
Students/Post-Docs.....\$39  
Non-Member Dentists.....\$199

**ADVANCE**  
11/13 – 1/14

All ADA Members & Staff .....\$79  
Students/Post-Docs.....\$49  
Non-Member Dentists.....\$299

**ON SITE**  
1/15 –  
ON SITE

All ADA Members & Staff .....\$119  
Students/Post-Docs.....\$59  
Non-Member Dentists.....\$399

## SPECIAL ADA MEMBER & STAFF DISCOUNTS\*

**VALUE PASS**

Receive **FREE** registration when you register for four paid courses with a value of \$99 or more

**GROUP DISCOUNT**

Register four people from the same office and the fifth gets **FREE** registration

**LARGE GROUP DISCOUNT**

Register 15+ people from the same office with at least one paid course each and the registration fee is waived for **EVERYONE**

**NEW!**

\* May not be combined with other offers or discounts. To receive one of the group discounts, everyone must register at the same time and on the same order.

## YANKEE REBATE PROGRAM

Attend  
Yankee 2023  
for **FREE**

ADA members and staff who attend Yankee Dental Congress 2022 will receive a rebate coupon in their registration packet. Coupons can be redeemed for **Free Registration for Yankee Dental Congress 2023** upon the purchase of goods or services totaling \$2,500 from Yankee 2022 exhibitors. The coupon is valid for purchases made up to **30 days** after the conclusion of Yankee 2022. This is valid only for ADA members and staff who were present at Yankee 2022 and whose name appears on the receipt. Additional dentists in the practice are not eligible to receive free registration using the same receipt regardless of its amount.

### To redeem your free registration, simply submit:

1. **Original rebate coupon** from registration packet\*
2. **Receipts totaling \$2,500** or more from Yankee 2022 exhibitors

**\*Rebates must be sent no later than March 2, 2022.**

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# MDS

# MEMBER SPOTLIGHT

**NO CHARGE** for ADA Members—Registration Required • \$29 Non-Member Fee 1 CE Hour per Course

**Thursday, January 27, 2022**

## Implant Surgery for the General Dentist

**8:30 - 9:30 am** ..... 166TL

- Determine which implant cases to take on
- Treatment plan cases using 3D-driven design of the final restoration
- Understand how to merge a CT scan and digital impression to design a surgical stent for guided implant surgery
- Explain the advantages and disadvantages of guided implant surgery
- Manage complications and avoid making common mistakes by avoiding certain cases



**Parsia Koleini, DMD**

## Is Oral Health Integration the Future of Dentistry?

**10:00 - 11:00 am** ..... 167TL

- Understand the state of the evidence supporting connections between oral and systemic health
- Explain the history of the separation between medicine and dentistry
- Discuss the current status of oral health care policy in the United States
- Describe the impact of oral health integration on health outcomes
- Illustrate multiple formats of oral health care coordination, as well as their benefits and challenges
- Construct opportunities for oral health and medical integration in practice



**Lisa Simon, DMD**

## Pediatric Tongue and Lip Ties and Laser Frenectomies

**11:30 am - 12:30 pm** ..... 168TL

- Implement a framework for diagnosing true frenum restrictions from symptomology
- Describe infant suck physiology and how it impacts infant feedings whether breastfed or bottle-fed
- Set expectations for families for pre- and post-procedural care
- Provide bullet-proof physics knowledge to properly use or purchase a soft-tissue laser
- Determine how to work as a team with other providers, such as IBCLC, SLP, chiropractors, and PT for the best long-term results
- Recognize the proper time for treatment intervention
- Identify how to grow your practice through best treatment results
- Define the consequences and benefits of using lasers to remove oral restriction



**Martin Kaplan, DMD**

## The Dentist's Role in Recognizing Sleep-Disordered Breathing in Children

**1:30 - 2:30 pm** ..... 169TL

- Discuss normal versus pathologic airway development
- Describe oral habits that contribute to pathologic airway development
- Understand the pathophysiology of sleep-disordered breathing disorders and their implications for the dental patient
- Identify conditions that impact in-office sedations or general anesthesia procedures
- Provide appropriate screening and referrals for sleep-disordered breathing disorders
- Cite the surgical and non-surgical treatment options for these conditions



**Keri Discepolo, DDS**

## When the Plastic Doesn't Do What the Software Says It Will!

**3:00 - 4:00 pm** ..... 170TL

- Predict which tooth movements are challenging for aligners and how to better control those movements
- Understand the role that adjacent teeth need to play in supporting or allowing tooth movements to occur
- Discuss the limitations that computer movement hierarchies play in tooth movement predictability
- Communicate with aligner technicians to improve their digital treatment plans before treatment starts
- Implement corrective changes to revision plans once tooth movements do not track as predicted



**Todd Rowe, DMD**

**MDS Members  
Get More  
at Yankee 2022!**



# MDS MEMBERS



## VISIT US AT THE MDS BOOTH ON THE EXHIBIT FLOOR

**Come join us at the MDS State Lounge to reconnect with fellow MDS members, have a snack, and pick up a member-exclusive gift!**

**Stop by the Booth to learn more about these exciting initiatives:**

### MDS Career Center

The new and improved MDS Career Center offers a centralized online job portal for dental professionals.

-  Increase your ad's visibility to qualified applicants in your area
-  Reach job seekers directly via our exclusive Job Flash™ email

**Learn about special MDS member discounts at the Booth!**



### MDS ADVOCACY

Talk to us about the MDS's latest advocacy efforts and learn what the MDS is doing to protect dentists' livelihoods and ensure that patients receive access to the best possible care.

Ask about our recent legislative/advocacy webinar series, which helps dentists better understand how state government and legislature impact the dental profession.

### FREE Pain Management Courses for Members

*Fulfills BORID requirements for pain management*

#### THURSDAY, January 27

##### Manage Acute Dental Pain

10:00 am - 12:00 pm. .... 131TL  
Richard Harold, DMD

#### FRIDAY, January 28

##### Pain Management for the Dentist

9:00 - 11:00 am. .... 422RL  
David Keith, DMD

#### SATURDAY, January 29

##### Pain Management for the Dentist

8:00 - 10:00 am. .... 607SL  
David Keith, DMD

### MA BORID Programs

#### SATURDAY, January 29

##### BORID Licensure Assistants

9:00 - 10:00 am. .... 619SL  
Barbara Young, RDH

##### BORID Update 2022

1:00 - 3:00 pm. .... 634SL  
Barbara Young, RDH

## Learn How to Be a Healthier You

Working in a dental office can take its toll on your body. The MDS Dentist Health and Wellness Committee strives for every dental professional to feel your best.

#### Stop by the MDS Booth to:

- Learn easy ways to incorporate better health into your everyday life
- Hear about upcoming health and wellness programs and events where you can spend time with your peers while becoming a healthier you

You will be sure to walk away with a tip or two to improve your overall well-being.

### MDS MEMBER SPOTLIGHT

Free one-hour  
continuing education  
courses



**NEW**

# MDS Career Center

Connecting Talent with Opportunity

The MDS Career Center is replacing our career classified ads to offer a centralized online job portal for dental professionals. This new service will increase your ad's visibility to qualified applicants in your area.

## Find Your Next Hire Today



Post your job where the industry's most qualified dental professionals go to advance their careers.



Reach top-notch MDS Career Center job seekers via our exclusive Job Flash™ email.



Search our Resume Bank using robust filters to narrow your candidate search.

MDS members receive a **50% discount** on all ad placements.

[massdental.org/career-center](https://massdental.org/career-center)



**JOB OPPORTUNITIES AVAILABLE**

**NEW GRADUATES ARE WELCOMED:** Very busy (80%) kids and productive dental practice seeking a general dentist to join our team full-time or part-time (you decide the days). Our daily schedule is procedures in the morning from 9 am - 1 pm and then recalls and fillings for the rest of the day. Competitive minimum guaranteed. Email us as soon as you can, we are actively interviewing. Please contact [lynn.dental@gmail.com](mailto:lynn.dental@gmail.com).

**ASSOCIATE GENERAL DENTIST:** A well-established group general dental practice is looking for an experienced, dedicated associate dentist for a full-time position, with the possibility of a full partnership for the right candidate. Several years of experience or a general practice residency are advantageous. Senior partner has recently retired. Candidate must be a caring individual who is committed to providing quality patient care. We currently use Dentrix office management software, Gendex digital sensors, and the CEREC Digital Imaging and Milling system. As a thriving practice for over 40 years, our patient base continues to grow. Our patients are like friends and family to us. We have a great working atmosphere and relationship with our staff. Salary and percentage packages are available and negotiable. Western Massachusetts is a great area to live, work, and raise a family in. We are in close proximity to Boston, New York, and Vermont attractions. If you are interested, please send resume to Dr. Frank J. Mitera and/or Dr. Timothy J. Young, Ludlow Family Dentistry, PC, 257 Kendall St. Ludlow, MA 01056. Call 413.583.6574 or email us at [dr.mitera@ludlowfamilydentistry.net](mailto:dr.mitera@ludlowfamilydentistry.net). Our fax is 413.547.8909.

**DENTAL ASSOCIATE:** Augusta and Winslow, ME. Our patient-focused, fee-for-service practice is seeking a fantastic dentist who values comprehensive care, patient experience, and growth. This is a progressive and comprehensive private practice, with advanced technology, looking for a full-time associate dentist to support growth and development. This person will be responsible for being a leader within the practice, overseeing re-care, performing periodic and comprehensive exams, diagnosing and presenting comprehensive treatment, and supporting the overall goals of the practice. Our new doctor will be supported by an excellent team of dental professionals who are committed to providing extraordinary patient care and experience. Competitive compensation package and quality clinical and business mentorship, along with continuing education and other professional development resources available. Please contact [carrie@beautifulsmile.com](mailto:carrie@beautifulsmile.com).

**OPPORTUNITY AVAILABLE**—Looking for associate to join established practice on Cape Cod. Small town, old-school general practice. Owner wants to retire and is looking for the right person to take over. Lovely part of the world in which to live and work. Please call 508.237.4933.

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**ADVANCED RESTORATIVE PRACTICE FOR SALE IN BERKSHIRE COUNTY:** Successful advanced restorative fee-for-service practice of 39 years is located in an idyllic college town in beautiful Berkshire County. This T.H.E.-designed four-operator, 2,000-sq.-ft. modern office in a standalone building with occupied rental apartment provides room for possible expansion. Desire

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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.

to sell with flexible options to remain active in transitioning and mentoring as buyer desires. Contact [dkny1962@rocketmail.com](mailto:dkny1962@rocketmail.com).

**PRACTICE AVAILABLE IN WESTERN MA.** Beautiful practice available for sale in Western MA, open 3–4 days/week with four Adec chairs and cabinets. Founded in 2005, and there is room for future expansion using two more plumbed operatories. The practice is priced at \$190K. Please email [advertising@massdental.org](mailto:advertising@massdental.org) and put MDS Box 1523 in the subject line.

**SERVICES**

**BUYERS:** We offer more than 25 years of dental experience in the Greater Boston area to provide you with confidential professional advice to help locate and finance the proper practice for you, the buyer. We will guide you and the seller through the entire process, helping to structure a transition that makes sense. Because a practice worth buying should not have to be advertised, we have never had to advertise a practice. We make every attempt to show you only those practices that may be of interest to you, and all fees are paid by the seller. Please contact Arthur B. Gordon, Northeast Dental Consulting, Ltd., at 978.774.2400. Fax: 978.750.1444. Email: [arthur@thedentalbroker.com](mailto:arthur@thedentalbroker.com).

**SELLERS:** If you are considering the sale of your dental practice, we offer more than 25 years of dental experience to provide you confidential expert advice. We work closely with you, the seller, and your professional advisors to help mediate a transaction that makes good common sense while keeping professional fees as reasonable as possible. We take pride in the fact that we have never had to advertise a practice in order to sell it. We have sold some of the premier practices in the Greater Boston area and we look forward to helping you. Please contact Arthur B. Gordon, Northeast Dental Consulting, Ltd., at 978.774.2400. Fax: 978.750.1444. Email: [arthur@thedentalbroker.com](mailto:arthur@thedentalbroker.com).

**Note**

The classified ads published here were contracted prior to the launch of the new MDS Career Center and Classified Ads portal (see ads on page 14 and below). Ads placed after May 1, 2021, are exclusively posted online.

Post or peruse job listings on the new MDS Career Center at [massdental.org/Career-Center](http://massdental.org/Career-Center).



# MDS CLASSIFIEDS

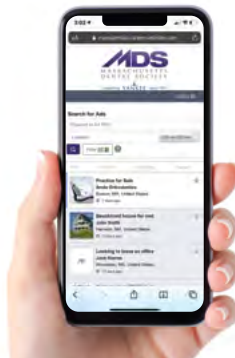
Reach interested dental professionals in your area!

## BUY SELL LEASE

A Practice | An Office | Equipment | Services | Vacation Properties

**New Online Portal Offers:**

- Consolidated, searchable ad listings
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[massdental.org/classifieds](http://massdental.org/classifieds)

**PRACTICE SOLUTIONS**

# Limited-time financing promotions<sup>1</sup>

## Sales and acquisitions loan advantages:

- Financing solutions to help first-time or established owners acquire additional locations
- Principal reduction and early payoff options
- Fixed rates and flexible terms, up to 15 years<sup>1</sup>
- Additional working capital option

## Practice startup loan advantages:

- All-inclusive financing that addresses everything from office design and equipment installation to training, supplies and working capital
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**Interest rate for the first 2 years**  
and then a competitive rate through maturity<sup>2</sup>

**Offer expires March 31, 2022**

### Practice startup loans

# 2.99%

**for the life of the loan<sup>3</sup>**

**Offer expires December 31, 2021**



Member Savings Program

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

<sup>2</sup> For the limited time beginning with Practice Sales Acquisition (PSA) applications submitted on September 13, 2021, and ending with applications submitted on or before March 31, 2022, and booked and funded by June 30, 2022; a promotional fixed rate of 1.89% per annum for the first 24 months of the loan will be applied for qualified, approved loans only. Excludes all other Practice Solutions products, including, but not limited to: refinances, established, startups, debt consolidations, commercial real estate, and any product that contains a variable rate. To be eligible for the interest rate offer the loan must be a minimum of \$250,000; loan terms must be 10 to 15 years in duration, include a five-year prepayment agreement; and the borrower, before loan closing, must have a demand deposit account with Bank of America that will serve as the primary business operating account of the borrower, and which demand deposit account must be maintained for the life of loan. If the borrower fails to maintain this demand deposit account with Bank of America at any time during the life of the loan, this promotional rate shall terminate, and the interest rate for your loan will increase by 1.00%. Your rate after the promotional period ends will be fixed for the remaining term, up to 15 years.

<sup>3</sup> For the limited time beginning with applications submitted on July 1, 2021, and ending with applications submitted on or before December 31, 2021, and interim projects opened by April 30, 2022, can take advantage of a 2.99% per annum fixed rate of interest for the life of the loan on qualifying approved Practice Solutions secured term Start-up loans only. Start-up loan may be for a first, second or third start-up location. Promotional offer excludes: practice expansions, practice relocations, practice renovations and practice acquisitions (Shells & Jumpstarts). A prepayment fee will be applicable during the first five years of the loan term. Excludes Practice Solutions lines of credit, refinances of existing Practice Solutions loans, commercial real estate loans, equipment loans and any product that contains a variable rate. To be eligible for the fixed interest rate offer of 2.99% per annum for the life of the loan the borrower, before loan closing, must have a demand deposit account with Bank of America that will serve as the primary business operating account of the borrower, and which demand deposit account must be maintained for the life of loan. If the borrower fails to maintain this demand deposit account with Bank of America at any time during the life of the loan, this promotional rate shall terminate, and the interest rate for your loan will increase by 1.00%. Promotional rate is not applicable during the project phase of the loan, and during the project phase, the interest rate will be a per annum fixed rate of 12.00% for first time practice owners, and a competitive market rate for established practice owners.

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