

Yankee Virtual 2021 Was a Real Success

In late January, the dental community came together like never before for the first-ever all-digital Yankee Dental Congress. Held from January 28-30, 2021, in offices, home offices, and living rooms all over New England and beyond, Yankee Virtual 2021 provided continuing education (CE), networking opportunities, and an Exhibit Hall for attendees to access at their own pace. What's more, attendees were able to access CE courses on the virtual platform through March 1. New England's largest dental meeting (and the fourth largest in the country), Yankee has been a cornerstone of the Massachusetts Dental Society (MDS) since 1976, and the MDS staff and volunteers who worked hard to put the conference together were determined that the COVID-19 pandemic was not going to change that. They pivoted from producing the beast of a show that is the in-person Yankee to working on the horse of a different color—a virtual show—in a matter of months. Their hard work paid off: Attendance at the three-day event exceeded the number of attendees at the American Dental Association's (ADA) virtual meeting in October.

"For the first time in the MDS's history, we hosted a large-scale virtual convention, which included high-quality dental education and an Exhibit Hall," says MDS Executive Director Kevin Monteiro, CAE. "We had more than 8,000 registered attendees and 86 corporate partners participate in Virtual Yankee."

Another positive result of a virtual conference was echoed by multiple attendees on the virtual platform's message boards: Winter weather and traffic



weren't issues this year as participants enjoyed Yankee from the warm comfort of their homes and offices.

"Moving Yankee Dental Congress to an online platform was not something we had ever planned to do," says Shannon McCarthy, MDS managing director of business development and Yankee Dental Congress. "However, we quickly realized that it was necessary in this new world of ours. Although an

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House of Delegates Holds First Virtual Annual Session

For the first time ever, the Massachusetts Dental Society (MDS) House of Delegates Annual Session was held virtually on Wednesday, January 27, 2021. Held the evening before Yankee Dental Congress, the 157th Annual Session was a chance for voting members to get together—albeit through computer screens—for the first time in a full year.

The virtual House was presided over by Speaker of the House Dr. Raymond K. Martin, who was pleased with everyone's ability to come together under less-than-ideal circumstances. "The MDS pivoted due to the pandemic to create a unique virtual environment to conduct the business of the Society," he says. "The staff, Officers, delegates, and guests all pulled together to create a successful House of Delegates experience."

The House voted to pass three resolutions, including one approving a full-time dental school faculty dues discount. A virtual election for Vice President was also held, as two candidates—former South Shore District Trustee Dr. Abe Abdulwaheed and Metropolitan District member and former Guest Board Member Dr. Frank Schiano—ran for the position of Vice President of the Board of Trustees. After the two candidates delivered brief speeches, Speaker of the House Dr. Martin instructed Delegates on the online bal-

lot voting procedure. After the Delegates voted and the tabulations were completed, Dr. Abdulwaheed, a general dentist in Quincy, was elected Vice President.

The new slate of Officers, who will begin their terms on July 1, 2021, per MDS governance structure, was installed by ADA First District Trustee Dr. Richard Rosato: Dr. Meredith A. Bailey (President); Dr. Abe Abdulwaheed (Vice President); Dr. Raymond K. Martin (Speaker of the House); Dr. Philip B. Howells (Treasurer); Dr. James Lee (Secretary); and Dr. MaryJane Hanlon (Immediate Past President).

Dr. Hanlon spoke to the resiliency shown by the membership in a challenging year overshadowed by the COVID-19 pandemic. "Thank you for answering the call

from our communities, from our medical colleagues, and from the MDS Board of Trustees and staff to support in any way you could," said Dr. Hanlon. "I am incredibly proud call our members my friends and colleagues, and look forward to continuing our collaborative efforts of ensuring that dental professionals have a seat at the table when it comes to decisions across the Commonwealth that directly impact the dental profession."

In her address to the House, Vice President Dr. Bailey reminded delegates that

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The 2021-2022 slate of MDS Officers was sworn in virtually by ADA First District Trustee Dr. Richard Rosato (middle left).

there is still work to be done. "Throughout the pandemic, dentistry has demonstrated resiliency and the ability to adapt quickly to changes," she said. "But we are at a critical time and must prepare for what is next by being forward thinking." (Read Dr. Bailey's address in its entirety below.)

"Holding a virtual House of Delegates that proved to be so successful shows how MDS leaders, staff, and members continue to be resilient during the pandemic," says MDS Executive Director Kevin C. Monteiro, CAE, who assumed the role from the twice-retired Dr. Robert Boose just nine days earlier. "COVID-19 presented a number of challenges for the profession, but by coming together we were able to get through the most difficult parts of the pandemic, and we can finally see the proverbial light at the end of the tunnel."

Resolutions

Resolution No. 1-21—Amendment to the MDS Constitution and Bylaws to change the term of the Immediate Past President from two-year terms to one 1-year term

Resolution No. 2-21—Amendment to the MDS Constitution and Bylaws to remove all references to the MDS Relief Fund

Resolution No. 3-21—Amendment to the MDS Constitution and Bylaws to create new category of membership for full-time dental school faculty and decrease the dues for this category by 50 percent

MDS Foundation Donors

During the Annual Session, the following individuals, District Dental Societies, and other organizations were recognized for donations that earned them placement in lifetime giving levels.

Benefactors (\$75,000-\$99,999)

Dr. Raymond K. Martin

Alan K. DerKazarian Society (\$15,000-\$24,999)

Merrimack Valley District Dental Society

Middlesex District Dental Society

Worcester District Dental Society

Morton Society (\$10,000-\$14,999)

Dr. Martin Wohl & Mrs. Marisa Labozzetta

Valley District Dental Society

Eastern Dentists Insurance Company

Salmon Society (\$5,000-\$9,999)

Dr. Janis Moriarty

Visit massdental.org/hod for more information about the MDS House of Delegates.

Dr. Meredith Bailey's Presidential Address to the 2020 House of Delegates

Meredith A. Bailey, DMD, was ceremonially sworn in as the 158th President of the Massachusetts Dental Society at the virtual House of Delegates on January 27, 2021. Per the Society's governance transition guidelines, Dr. Bailey won't take office until July 1, 2021.



It is a privilege and an honor to be the 158th President of the Massachusetts Dental Society, and the first two-year-term President.

When I take office in July, the first phase of the governance reform will be complete, eliminating the Executive Committee and solidifying a Board of Trustees completely comprised of Regional Trustees. These Regional Trustees will align the state with each of the 14 individual Districts to ensure we are providing the customized support needed to maintain member value at the grassroots level.

Ongoing governance reform will ensure we are able to continuously advocate our position within the health care system and not just when there is a crisis. This is imperative and will be a focus of my presidency, in addition to my platform of improving communica-

tion, strengthening the Districts, and cultivating membership. I look forward to working with the new Board of Trustees and our new Executive Director Kevin Monteiro to create a strategic vision that will focus on our members, and with our amazing staff and volunteers, who will execute this vision.

Our future depends on representing all dentists, in all phases of their careers, and continuing to cultivate the diverse membership of our organization. As the membership demographic changes, we must also find new member value that drives dentists to join. As the dental landscape changes, and as new technology emerges that will affect clinical and digital workflows, the Massachusetts Dental Society will be the premier resource to help members sustain their businesses and careers. We will continue to reimagine Yankee [Dental Congress] and work to find ways to assist each of you through the challenges you face, whether it is a staffing shortage or managing the increasing cost of doing business.

Throughout the pandemic, dentistry has demonstrated resiliency and the ability to adapt quickly to changes, but we are at a critical time and must prepare for what is next by being forward thinking.

I am grateful for all of the Massachusetts Dental Society members. I look forward to working for you and with you over the next two years.



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of the Massachusetts Dental Society

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Richard Marchand, DMD – Secretary
Kevin Monteiro, CAE – Executive Director
Melissa Carman – Director of Publications
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Yankee Dental Congress

Yankee Virtual 2021, continued from page 1

online platform will never replace hands-on courses, networking, and social interactions with colleagues and friends, Yankee Virtual 2021 was extremely well-received and gave us the opportunity to bring world-class CE right to our backyard."

This year's Yankee theme "Changing the Game" was selected two years ago, but the staff and volunteers who came up with the theme didn't anticipate just how much the game would be changed this year. "A big shout out and thank you to the 8,000-plus registrants of the first-ever Yankee Virtual," says Yankee 2021 General Chair Dr. Cherie C. Bishop. "You all helped us to 'Change the Game' at this exciting event. Converting Yankee to a virtual digital platform was a big challenge that was so wonderfully executed by both our loyal Yankee volunteers, as well our *amazing* MDS/Yankee staff. The educational program was top notch and the Exhibit Hall was cool and interesting to visit."

Must-see CE events at Yankee Virtual included programs such as "Organization for Safety Asepsis and Prevention (OSAP) Dental Infection Control™" and "What's The Plan? Contingency Planning For Business Disruptions." OSAP's "Safest Dental Visit™" highlighted and supported safe dental visits, with topics on principles of infection control, CDC guidelines and OSHA regulations, and dental unit water quality. The day wrapped up with a panel discussion incorporating updates and insights from governmental agencies. In the "What's The Plan? Contingency Planning For Business Disruptions," dental professionals discovered strategies and resources for creating a contingency plan to maintain practice viability in the event of future disruptions and discovered the tools and systems necessary to safeguard continuity of patient care, team safety, and success of the practice.

"We were fortunate to have some of the best speakers in dentistry still able to speak to our attendees virtually," says Dorrey Powers, MDS director of continuing education and programming. "The Continuing Education Program surpassed expectations, and we were able to fit everyone's needs."

As at past in-person Yankees, industry gurus shared their stories and provides strategies for success, including presenters and topics such as:

- Roger Levin, DDS: "Building the Profitable Post-COVID Practice: Strategies to Increased Production"
- Karen Davis, RDH: "Evidence-Based Considerations for the Use of Aerosol-Generating Devices"
- Helen Raynham, MD, PhD: "Mask Acne and Dermatoses"
- Uche Odiatu, DMD: "4 Inflammatory Lifestyle Habits and Their Influence on Healing in a COVID World"

Yankee Virtual provided quality CE classes in two virtual auditoriums: The

Basic Auditorium and the Power Auditorium. Members who purchased the all-inclusive Power Pass were able to attend courses in both auditoriums, and as a special bonus, the first 1,000 ADA members and their staff to register for the Power Pass were eligible to receive a complimentary PPE Supply Kit that included exhibitor samples, 10 N95 masks, one fit test kit, and five face shields. The PPE Supply Kits were mailed to eligible recipients in mid-February.

For those looking to shop for products and services, the virtual Exhibit Hall featured 86 exhibitors offering show specials and company representatives at the ready. This platform gave attendees the opportunity to watch videos, download informational materials, and connect with exhibitors. Instead of tracking down an exhibitor or representative in a large convention center, virtual conference attendees had many opportunities for direct communication, instant messaging, and impromptu conversations at the click of a button. And as with the CE portion of Virtual Yankee, the virtual Exhibit Hall remained active until March 1 for continued connections.

It's not Yankee without a little bit of socializing, and Yankee Virtual filled that need with opportunities for members to connect on a personal (albeit virtual) level. The Networking Lounge was a great spot to chat via messaging with fellow attendees, with the option to post comments to the large group of attendees or one-on-one. One of the highlights for Yankee attendees is getting the chance to connect with friends and former classmates from dental school, and that didn't change either. Alumni from the Boston University Henry M. Goldman School of Dental Medicine, Harvard School of Dental Medicine, Tufts University School of Dental Medicine, and UConn Dental School were able to join their classmates at each school's virtual Dental School Alumni Reception to hear updates from the dean and take part in breakout sessions to network, mingle, and connect with one another on Friday, January 29.

Yankee Virtual continued to provide other networking and social opportunities. "After taking our CE courses, we were entertained by James Beard-winning Chef Barbara Lynch cooking a meal over Zoom in her own kitchen," says Dr. Bishop. "And we were also able to enjoy an educational and delicious wine and cheese tasting, as well as a fun and interesting Lake Champlain chocolate tour, or indulge in some self-care with yoga and meditation."

It's a year of firsts for Yankee, as the New England dental community is setting its sights now on Dentalpalooza, the first-ever outdoor Yankee event held outdoors at the Lawn on D in Boston on Friday, June 4. "We look forward to seeing you in person at Dentalpalooza," says Dr. Bishop. "Join us for an afternoon and evening filled with fun, learning, and excitement!" For more information on Dentalpalooza, see page 4 or visit yankeedental.com.

Yankee 2021 Volunteer and Awards Recipients

Etherington Award

Jack J. Mooney, DMD

Clinician of the Year Award

Ronald M. Fried, DMD, MMSc

Elizabeth A. Baer Achievement Award

Jennifer McKeon, CDA, RDH, MEd

Hygienist of the Year Award

Sarah Crow, RDH

John Golden Award

Traci Portnoff, DDS

Armen Nalband Award

Stephen McKenna, DMD

Vivian Chaput Award

Laurie Samuels

Auxiliary Volunteer Award

Peter M. Gangi, RDH, BSEd

HSDM Wins ASDA District 1 Student Debate

Yankee Virtual 2021 closed out with the MDS and the American Student Dental Association (ASDA) 12th Annual ASDA District 1 Student Debate on Saturday, January 30, 2021. Debate teams from the Boston University Henry M. Goldman School of Dental Medicine (BUGSDM), University of Connecticut School of Dental Medicine (UConn), Harvard School of Dental Medicine (HSDM), Tufts University School of Dental Medicine (TUSDM), University of New England College of Dental Medicine (UNE), and a pre-dental team faced off to argue pertinent policy and ethical issues that confront students and practitioners alike.

Due to the pandemic and the virtual nature of Yankee 2021, the first three rounds of debate were taped and presented on the MDS YouTube channel in the weeks leading up to the final round. Round 1 featured BUGSDM and UNE debating discipline-based numerical clinical requirements; round 2 saw TUSDM vs the pre-dental team debate the expansion of Medicare to cover dental services; and round 3 saw HSDM vs UConn debate the use of teledentistry. In the final round, HSDM and UConn battled it out once again, this time on the topic of whether dentists should share their work on social media. Congratulations to HSDM's Joe Montesano and Sophia Yang for winning the title of Debate Champions.

FIRST-EVER YANKEE OUTDOOR EVENT

DENTALPALOOZA

presented by YANKEE DENTAL CONGRESS

THE LAWN ON D ♦ BOSTON, MA

JUNE 4, 2021

Courses: 9:00 am - 6:00 pm ♦ Lawn & Exhibits: 11:00 am - 7:00 pm

Come together and collaborate with your colleagues at this jam-packed day filled with fun, learning, and excitement.

- Engage and network with close to 100 exhibitors
- Learn with your peers from industry visionaries at top-notch continuing education courses
- Enjoy a drink, have some lunch, play a game, and reconnect with friends
- Register early and receive a Dentalpalooza Tie-Dyed T-shirt compliments of Patterson Dental (First 500 registrations only)

Registration Opens April 7, 2021, at 12:00 pm



yankeedental.com ♦ 877.515.9071

BLS (CPR) for Health Care Providers Certification

BLS (CPR)

Childs/Tomao

Schedule Your Skills Check

9:00 am - 6:00 pm

0 CE Hours

BLS

Be sure to bring a printout of your online certificate to your skills check.

Value CE Pass – Lectures

Secrets of Website Industry

Murthy

9:00 - 10:00 am

1 CE Hour

D102L



Digital Impressions

Panel

9:30 - 10:30 am

1 CE Hour

D103L



TMJ or Airway

Caulfield/Raman

9:30 - 11:30 am

2 CE Hours

D104L



PPP: Every Practice Owner

Schwartz

10:30 - 11:30 am

1 CE Hour

D105L



Single Visit Dentistry

D'Amico

11:00 am - 12:00 pm

1 CE Hour

D106L



Cybersecurity

Wolsky

12:00 - 1:00 pm

1 CE Hour

D108L



Compete and Beat

Hungate

1:00 - 2:00 pm

1 CE Hour

D110L



Exceed with CEREC

Conte

1:00 - 2:00 pm

1 CE Hour

D111L



Dental Robotics

Gobichettyalayam

2:00 - 3:00 pm

1 CE Hour

D113L



Business Side of Dentistry

Hiers

2:30 - 3:30 pm

1 CE Hour

D114L



Practice Sales and Purchases

Schwartz

2:30 - 3:30 pm

1 CE Hour

D115L



Dynamic Materials

Choi/Cone

3:30 - 4:30 pm

1 CE Hour

D116L



Infection Control and OSHA

Kane/Russell

4:00 - 5:00 pm

1 CE Hour

D117L



Practice Valuations and Transitions

Fallago

4:00 - 5:00 pm

1 CE Hour

D118L



Removing Bottlenecks

Asa

5:00 - 6:00 pm

1 CE Hour

D119L



Hands-On Only Sessions

Biopsy Oral Mucosal Lesions

Lerman

9:00 am - 12:00 pm

3 CE Hours

D101H

OR

Lerman

1:00 - 4:00 pm

D109H

Intuitive Endodontics

Koch

9:00 am - 12:30 pm

3 CE Hours

D100H

OR

Koch

1:30 - 5:00 pm

D112H

Supplies needed

Visit www.yankeedental.com for full course descriptions

Starter Pass

\$25

Member Price

Non-Member Price: \$50

Access Exhibitors, Food, Drinks, and Lawn Games

BLS (CPR) for Health Care Providers Certification

\$89

Member Price

Non-Member Price: \$129

Complete your interactive training and written exam online, and schedule your required skills check during Dentalpalooza.

Value CE Pass

\$109

Member Price

Non-Member Price: \$220

Access to your choice of 15+ CE Lectures*

3-Hour Hands-On

\$290

Member Price

Non-Member Price: \$390

Choose one of the four available Hands-On Sessions*

*Preregistration is required for all courses.

Membership

MDS Membership Year in Review: 2020

Being an MDS member comes with many benefits and unique opportunities, including critical support during the entire COVID-19 pandemic. Obviously, 2020 was a particularly difficult year for all of us, as we've faced the challenges of the COVID-19 pandemic and constantly changing regulations and guidelines. The MDS supported our members during the peak of the pandemic, and we continue to do so now. Here are just a few highlights of how the MDS helped members during the pandemic:

- MDS Foundation COVID-19 Recovery Fund Program provided members with approximately \$1,500 of value including financial support and highly sought-after PPE
- More than \$300,000 in critical PPE was distributed to MDS members at no cost
- More than 7,800 questions and calls were answered and resolved by the Member Assistance Center (MAC)
- Yankee Virtual 2021 included a 50% discount for members with access to 40-plus continuing education courses and extended access for 30-plus days to on-demand courses after the live event
- An aggregate of two million emails were sent to members in 2020, double the one million sent in 2019. These communications included Dental Insight Tips and the weekly eNews to keep members up to date on crucial topics regarding COVID-19, returning to practice, staffing concerns, PPE, financial resources, vaccinations, and more.
- Thirty Member Savings Program partners offered exclusive discounts and promotions to members across a variety of industries
- Approximately \$1,000 was saved on average when using the Peer Review Program to settle patient disputes
- More than 50 virtual events were held on the state and District levels, including continuing education webinars on timely topics and virtual networking events

Learn more about your member benefits at massdental.org/membership.

#MyDentalSociety: MDS Member Dr. Andrea Fallon

In a video testimonial, MDS member dentist Dr. Andrea Fallon, a general dentist with a private practice in Agawam, says one of the main reasons she renewed her MDS membership is the network of dentists she has met. Being out in the Western



part of the state, she sometimes feels isolated, but she says MDS network helps her feel connected. Watch Dr. Fallon's video at <https://www.youtube.com/watch?v=hKfLto1BqEE&feature=youtu.be>.

If you aren't aware, as a member benefit, your staff can receive complimentary memberships and enjoy many of the benefits of membership you receive, such as discounted registration for the Yankee Dental Congress and Dentalpalooza, savings provided by Member Savings Program partners, and access to the CE Registry.

To sign up for MDS membership, each member of your support staff who wishes to do so must complete an application individually at massdental.org/join using their unique email address. Make sure that they know to choose "Allied Dental Health Professional (ADHP)" as their member type.

MDS Foundation

MDS Foundation Awards Grants to Five Oral Health Programs Across Massachusetts

The Massachusetts Dental Society (MDS) Foundation has awarded a total of more than \$66,000 in "Expanding Access to Dental Care" grants to five organizations in Massachusetts. The goal of the grants is to improve the oral health of residents of the Commonwealth by supporting sustainable programs that improve access to dental care. The following organizations received grants:

- **The Cambridge Health Alliance (CHA) Foundation** of Cambridge has been awarded \$15,000 to continue its work helping newly immigrated youth at Somerville High School access oral health care. The funding will be used to expand access to restorative dental care to a larger population of teens who need treatment, and will also allow CHA to coordinate assessment, cleanings, and fluoride treatments at Somerville High School or an alternate location.
- **The Dental Lifeline Network (DLN)**, a national charitable organization based in Denver, has been awarded \$6,250 to support the expansion of the Massachusetts Donated Dental Services (DDS) program, which began in 2008 on a small scale. This funding, along with matched funds by other supporters, will help DLN expand Massachusetts DDS into a robust statewide program by providing funding for one fiscal year. The funds will be used to employ a coordinator that will help provide 31 patients with \$84,000 in donated treatment, further develop the network of volunteer dentists and dental labs in Massachusetts and employ a program coordinator.
- **The Forsyth Institute in Cambridge**, on behalf of the ForsythKids Program, has been awarded \$15,000 to continue providing a mobile dental program that seeks out patient populations that tend to have poorer oral health and more significant challenges accessing dental care. The funds will be used to provide teledentistry to safely reach more patients, as well as targeted in-person treatment for urgent dental conditions. The funds will also support oral health education to every child in the program via virtual classes.
- **Tufts University School of Dental Medicine's Service With A Smile** project has been awarded \$15,000 to help provide dental screenings and care to veterans in the Greater Boston area, primarily those who are experiencing homelessness. Service With A Smile provides oral health education, screenings, care, and/or referrals to dental homes.
- **Volunteers in Medicine (VIM) Berkshires** in Great Barrington has been awarded \$15,000 to help continue providing dental services to uninsured or underinsured, income-qualified residents in the Berkshires. The grant will also allow VIM to continue its concerted effort to attract dentists and dental hygienists into the Berkshire area to help address capacity building in the region, which is severely lacking in dentists and related dental care.

"After an especially difficult year, we are incredibly grateful for all of the MDS Foundation donors who made it possible for us to help support these five worthy organizations," says MDS Foundation Chair Dr. Robert Lewando. "Everyone deserves access to oral health care, and it is because of initiatives such as these that so many additional Massachusetts residents will benefit from improved and expanded services."

Learn more at massdental.org/grant-recipients.

Practice Management

The MDS Reaches Out to BORID Regarding Non-Compliance Penalties

On February 24, MDS President Dr. MaryJane Hanlon sent a letter on behalf of all members to the Board of Registration in Dentistry (BORID) advocating against enhanced penalties for dentists who employ dental staff practicing with an expired license or without a license. The MDS has always strongly urged our members and their staff to comply with all rules and regulations set forth by BORID. At its March 3, meeting, BORID discussed the letter, and Dr. Hanlon was present at this meeting and addressed BORID questions. Following the discussion, BORID agreed not to enhance penalties at this time for dentists who employ dental staff practicing with an expired license or without a license. As a result, the MDS agreed to work collaboratively with BORID to address the licensing problem and to commence a comprehensive communications campaign to better educate members on licensing deadlines and requirements utilizing MDS email communications, website, social media channels, and other resources, with the goal of achieving the full compliance of licensing dental professionals.

Chair Dr. Michael Scialabba,

It has come to our attention that during its March 3, 2021, meeting, the Massachusetts Board of Registration in Dentistry (BORID) will consider enhancing the disciplinary action against dentists who employ dental staff practicing with an expired license or without a license. It is our understanding that this is being considered because BORID continues to see significant numbers of dental assistants who are practicing without a license or with expired licenses. The Massachusetts Dental Society (MDS) strongly urges all its members and their staff to comply with all rules and regulations set forth by the BORID. It deeply concerns us that this issue has not corrected itself now that several years have passed since the initial licensure regulations were promulgated.

As we understand it, there is not a significant number of dental practices that have had recurring issues (e.g., dentists being brought before BORID multiple times for employing dental team members without licenses or with expired licenses). Although we agree that non-compliance is concerning, the existing discipline structure appears to succeed in preventing repeat non-compliance. We fear that enhancing the penalty will not have the desired effect of decreasing the number of cases, but rather may cause those dentists to suffer substantial increases to malpractice premiums and negatively impact their reputation before the public, thereby adversely affecting their commercial viability and—most importantly—potentially hindering patients' access to care.

If the desired outcome is to protect the public by improving the rate of compliance on this issue, the MDS recommends we work collaboratively to address the major issue with a multipronged approach. The MDS proposes we undertake the following in hopes of helping BORID achieve that outcome:

- Distributing monthly emails regarding dental assistant licensure requirements and potential penalties imposed on both the employing dentist and the dental assistant if there is non-compliance
- Hosting quarterly webinars featuring BORID members and/or staff discussing this issue, among other important
- BORID topics
- Sending biweekly emails beginning 90 days prior to dental assistant licensure renewal date and continuing 30 days past the renewal date
- Mailing one post card 30 days prior to the dental assistant licensure renewal date sent to every MDS member
- reminding them of the dental assistant licensure renewal deadline
- Posting related information on MDS website, social media channels, and other MDS resources

The MDS supports BORID in its efforts to protect the public and hopes it can play a larger role in communicating the efforts of BORID moving forward.

Sincerely,
MaryJane Hanlon, DMD
President

DENTAL PRACTICE INSIGHTS

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

Eye Strain and Technology

Over the past year, we all have been using technology more than ever to connect with colleagues, family, and friends as we social distance. As a result of the countless virtual meetings we've been participating in, our eyes have been subjected to an inordinate amount of blue light, which is emitted from computer and smart phone screens. Too much screen time can lead to difficulty sleeping, headaches, blurred vision, and dry eyes. The MDS Dentist Health and Wellness Committee suggests a few steps you can take to help minimize these harmful effects and protect your peepers:

- Lower the brightness or enable dark mode on your computer and phone screen or purchase a pair of blue light glasses. In the evenings, enable night mode to lessen the glare from your screens.



- Practice the 20-20-20 rule, which recommends that after 20 minutes of looking at a screen, you should look at something 20 feet away for 20 seconds.
- Keep the screen far away from your eyes and take periodic breaks from screens to rest your eyes. Many people benefit from using eye drops on days when the possibility of screen breaks is not possible.
- Make sure you are getting enough sleep, which for most adults means 7 to 9 hours of sleep per night.
- Be sure to schedule your annual appointment with your eye doctor.

Practice Management

MassHealth Restores Adult Benefits

The MassHealth Dental Program restored adult dental benefits effective January 1, 2021, due to the work of advocates and the legislature in Massachusetts. MassHealth members over the age of 21 are now able to access a greater number of dental services, including root canals and crowns, in addition to other important services such as preventive and partial/complete dentures, which were previously covered.

What this means for your MassHealth patients is that they are now able to have full preventive and restorative care. This is an important change to adult benefits as it expands the member's access to care. If you are a MassHealth provider, please be sure to educate your patients about these new benefits and refer to the updated Office Reference Manual and fee schedules located on the MassHealth provider web portal at masshealth-dental.net/Dentists. If you are not a MassHealth provider, please consider joining, as new providers are always needed. You can sign up today at <http://www.masshealth-dental.net/BecomeProvider>.

Read MassHealth's a transmittal letter related to the restoration of adult benefits at mass.gov/lists/2021-masshealth-transmittal-letters.

The CDC Updates Guidance for COVID-19

The U.S. Centers for Disease Control and Prevention (CDC)

has issued updated guidance that people fully vaccinated against COVID-19 no longer need to quarantine following a known or suspected COVID-19 exposure. Read the complete guidance at cdc.gov/vaccines/covid-19/info-by-product/clinical-considerations.html.

Additionally, the CDC is now recommending that wearing two masks (aka, double masking) or a single tightly fitted mask is significantly better at blocking airborne particles than a single mask, based on results from a January study. The study found that one surgical or cloth mask blocked about 40% of the particles, while double masking and tighter-fitting masks blocked significantly more particles. Please share this recommendation with your office staff and patients who may typically only wear a single mask.



The FDA Decreases N95 Mask Decontamination Cycles to Four



In late January, the U.S. Food & Drug Administration (FDA) announced it was rolling back its emergency use authorization for N95 respirator decontamination systems. Masks may now only be decontaminated four times, a significant reduction from the early stages of the COVID-19 pandemic when personal protective equipment (PPE) was extremely limited and the FDA approved up to 20 decontamination cycles.

The agency revised the authorization after studies found that N95 masks are prone to failure after a high number of decontamination cycles. The FDA still recommends that each mask be labeled and worn by the same user after each decontamination cycle.

Learn more at fda.gov/news-events/press-announcements/coronavirus-covid-19-update-january-22-2021.



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.

Practice Management: COVID-19 Vaccine

Volunteer Vaccination Opportunities

The Massachusetts Dental Society (MDS) is pleased to announce that there are several opportunities for dental professionals to volunteer at COVID-19 vaccination drives. We have compiled a list of these, as well as training resources, on our COVID-19 vaccine webpage. The list will be updated as new volunteer and training opportunities are identified.

Who Can Volunteer?

As dentists and dental hygienists, it is within the scope of practice to deliver vaccine injections. Retired dentists whose licenses have expired within the last 10 years may also volunteer as COVID-19 vaccinators. Office staff can volunteer to help with check-in and administrative roles.

Why Should You Help?

MDS members should be proud of the great service that dental offices have provided to our community during this pandemic. The MDS has been asked many times how we, as dentists and dental professionals, can help support our health care colleagues combat this disease. There is an enormous challenge underway to vaccinate our community, and dental professionals are in a unique position to help. Engaging dental professionals to volunteer as COVID-19 vaccinators will help reduce the burden on other health care providers and illustrate to the community that dental professionals are trained and willing to do our part to put an end to this pandemic.

Malpractice Insurance Concerns

Before signing up to volunteer, you should verify your coverage for vaccination administration with your malpractice insurance provider. Eastern Dentists Insurance Company (EDIC) has said that it will provide liability coverage for dental personnel who are already enrolled in EDIC who volunteer as vaccinators. If you use another insurance carrier for your malpractice insurance, you should verify your coverage for vaccination administration with them.

In addition, the American Dental Association has submitted a letter to the U.S. Department of Health and Human Services (HHS) to request guidance regarding temporary liability protection for dentists who administer approved COVID-19 vaccines under the Public Readiness and Emergency Preparedness Act (PREP Act). The MDS will continue to monitor the HHS's response to this request.

Learn more about volunteer vaccinator opportunities at massdental.org/vaccine-information/#covid-19-vaccination-volunteer-opportunities.



Opportunities exist for members to volunteer to administer vaccines. In early February, East Middlesex District Trustee Dr. James Lee helped vaccinate first responders at a vaccination clinic set up by the City of Worcester Health & Human Services.



Retired Dentists May Administer COVID-19 Vaccines

The Board of Registration in Dentistry (BORID) has informed the MDS that dentists whose licenses have expired within the last 10 years (i.e., either through retirement or lapse) may volunteer as COVID-19 vaccinators at approved vaccination sites in Massachusetts. However, any dentist interested in doing so must submit a temporary reactivation application for the COVID-19 State of Emergency only. There is no fee for this licensure reactivation, and you will not need to meet reactivation requirements. The reactivation will expire 90 days after the termination of the State of Emergency. Learn more at mass.gov/service-details/covid-19-licenses-board-of-registration-in-dentistry.

Toolkit Helps Members Talk to Patients About COVID-19 Vaccines

More Americans are becoming eligible to receive the COVID-19 vaccine, and as a trusted health care provider, patients may be asking you questions about the vaccine regarding its efficacy and safety. The American Dental Association (ADA) has created a free practical toolkit that members can use when faced with questions. "Patient Return: Talking with Your Patients About COVID-19 Vaccines" is available to member dentists to instill confidence in the vaccine, which

will address this public health crisis and help eliminate COVID-19. In the toolkit, you'll find:

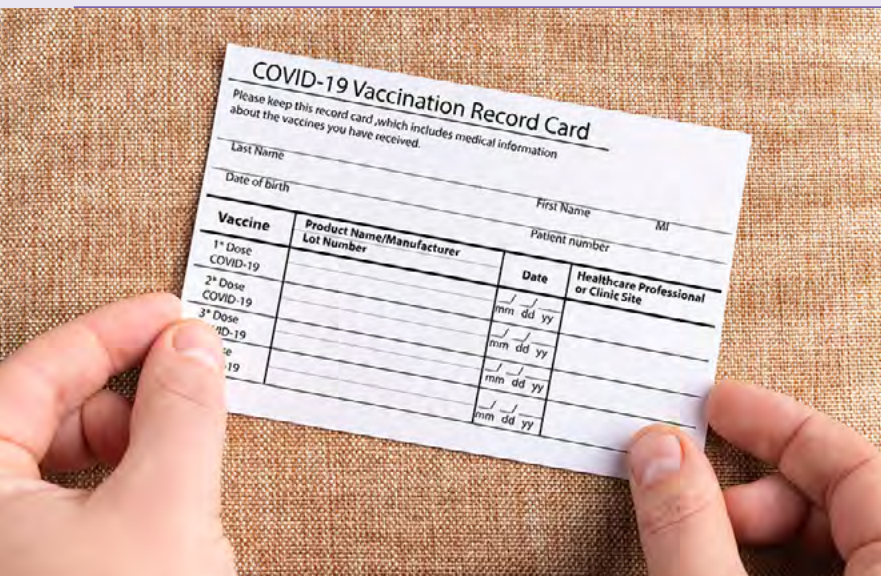
- Conversation starters, talking points, and tips to help dentists bring up the subject of vaccination and ways to communicate with patients
- What to share and not to share regarding the dental team's vaccination status
- Answers to frequently asked questions regarding the various COVID-19 vaccines
- Downloadable signs to print and display in waiting rooms, exam rooms, and reception areas
- Social media dos and don'ts

The toolkit also includes two PDF tip sheets that separate fact and fiction regarding the COVID-19 vaccine and research recommendations for women who are pregnant or planning to start a family.

Get your toolkit at <https://success.ada.org/en/practice-management/patients/covid-19-patient-communication-resources-for-dental-visits>.



Practice Management: COVID-19 Vaccine



Don't Share Photos of Your COVID-19 Vaccine Card

While it's tempting to want to encourage others to get vaccinated, the Better Business Bureau has issued a warning against sharing photos of COVID-19 vaccine cards on social media. The cards contain self-identifying information—full name, birth date, and vaccination details—that could make you vulnerable to identity theft.

Instead, consider sharing a photo of you receiving your vaccine or of a vaccine sticker. Use this also as a reminder to check your social media privacy settings and be mindful of answering surveys or creating posts on social media that require you to list your favorite things, which are often password hints or answers to security questions.

Practice Management Q&A

Question: Can I Mandate That My Staff Get Vaccinated?

Answer:

Now that the COVID-19 vaccines are finally here, many dental practice owners may be wondering if they can mandate that their dental staff get vaccinated. Locally, the Massachusetts Department of Public Health (DPH) is not mandating the COVID-19 vaccine, but the DPH does stress that the vaccine has been shown to be highly effective at preventing illness and is an important tool in the fight against COVID-19 and in keeping your patients and community safe from continued spread of the virus. According to guidance issued by the U.S. Equal Employment Opportunity Commission, employers who want to encourage or possibly require COVID-19 vaccinations must comply with the Americans with Disabilities Act and Title VII of the Civil Rights Act of 1964. This means that if you implement a COVID-19 vaccine mandate in your practice, you must make exceptions for employees who cannot be vaccinated due to a disability, medical complications, pregnancy, or sincerely held religious beliefs, and provide reasonable accommodations, such as allowing the staff person to work remotely or take a leave of absence.

Rather than implementing a vaccine mandate, the MDS advises practice owners to focus instead on educating team members on the public health importance of the vaccine and encouraging them to get vaccinated. To motivate team members to get vaccinated, practice owners could:

- Engage in a dialogue with team members to discuss the vaccine and its critical impact in slowing the spread
- Set an example for staff and get the vaccine yourself
- Make obtaining the vaccine as easy as possible for staff
- Provide paid time off for staff to get vaccinated and recover from any potential side effects

Practice owners should take care not to alienate staff members who cannot or choose not to receive the vaccine. At the same time, all dental professionals need to remember that like other health information, whether or not someone has been vaccinated is protected by the Health Insurance Portability and Accountability Act (HIPAA).

It's also important to remember that all the safeguards put into place at the start of the pandemic (e.g., PPE, hand hygiene, disinfecting protocols, patient screening, social distancing measures, etc.) are still required since it's possible that not every staff member or patient will choose to be vaccinated. Remind your team members—even those who've received the vaccine—to continue to follow the recommended guidelines.

For other vaccine-related questions, check out the ADA's "COVID-19 Vaccines in the Dental Workplace: FAQs for Practice Owners" (available at ada.org/~media/CPS/Files/COVID/COVID-19_Vaccine_FAQs_for_Practice_Owners.pdf) and the MDS COVID-19 Vaccine FAQ (at massdental.org/vaccine-information).



Member Savings Program



Office Depot Joins the MDS Member Savings Program

Office DEPOT OfficeMax®

The MDS Member Savings Program is pleased to announce that Office Depot is now providing MDS members with exclusive savings on the office supplies you need to successfully run your practice. This includes:

- Up to 75% off the officedepot.com regular prices on its Best Value List of preferred products, including items such as coffee, paper, cleaning supplies, office chairs, ink, batteries, and trash liners
- Substantial discounts on thousands of other products
- Low costs on both printing and photocopying
- Discounts apply both online and in-store

This new program is also available to your staff and family members for personal use, as well on items such as school supplies. You simply need to register for an account and begin shopping online or download a discount card to use in-store. Learn more and start saving today at massdental.org/office-depot.

Better Payroll with



If you've been looking for ways to streamline your back office (and spend less money), now's a great time to consider switching payroll providers. MDS Member Savings Program partner OnPay can help simplify payroll, HR, and compliance. Named "Editors' Choice" by *PC Magazine*, OnPay gets top ratings for ease of use and friendly customer service. Plus, the average dentist spends over 50% less when they use OnPay to:

- Pay employees and contractors
- Handle tax payments and filings
- Manage HR files and processes
- Sync payroll expenses with their accounting software
- And much more

Your first month of payroll is complimentary, and right now MDS members who switch to OnPay can get an extra \$100 off.

Try OnPay at no cost today at <https://onpay.com/ada-partnership-dentists-promotion?channel=email-ada-mds-mar-2021>.

Comply with the Massachusetts ePrescribing Law with Veradigm

As of January 1, 2021, all prescriptions for controlled substances and medical devices are now required to be issued electronically, unless covered by an exception (see mass.gov/lists/eprescribing). 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. Learn more at massdental.org/veradigm.



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 and log in to your account to start using the **CE Registry**.

Attorney General Office Offers Compensation to Victims of Violent Crimes

As you are aware, dentists are mandated reporters of abuse and neglect. The dental team's role in combating abuse and neglect includes recognition and referral. By being observant and reporting suspected cases, you can help shield your patients, both young and old, from violence and neglect. However, you may not be aware that the Massachusetts Office of the Attorney General's Victim Compensation and Assistance Division provides financial assistance to eligible victims of violent crime for uninsured medical and dental care, mental health counseling, funeral and burial costs, and income lost due to the inability to work.

If you have patients who may be victims of a violent crime, you should encourage them to apply for the Victim Compensation Program. If your patients need help with the application, direct them to call 617.963.2160 or visit the Victim Assistance webpage at mass.gov/massachusetts-victims-of-violent-crime-compensation.



Are You Receiving MDS Emails?

Ensure that you receive all Massachusetts Dental Society email updates by adding us to your email provider's "safe sender" list, also known as "whitelisting." Alternatively, you should also be able to whitelist the MDS domain "@email.massdental.org."

Learn more at massdental.org/Site-Tips.

Yankee Virtual 2021 Receives Best Customer Service Award

The MDS and Yankee Virtual 2021 made the LiveHelpNow Challenge list of top companies providing exceptional customer service for the month of January. During Yankee Virtual 2021, which was held from January 28-30, MDS staff manning the web chat were available for 9,000 visitors and successfully completed 700-plus live web chats. Web chat was just one of the many ways that MDS staff communicated with Yankee attendees, as there was also a huge team effort from staff answering and returning telephone calls, monitoring the Yankee chat rooms inside the virtual platform, and the Yankee Information Booth.

The MDS previously received this award in January 2020 for Yankee customer service and in May 2020 during the COVID-19 Return to Practice initiative. Learn more about the Live Help Now Challenge at <http://challenge.livehelpnow.net/winners/2021/1>.



The MDS Mourns Passing of Past President Dr. Constantinos A. Levanos

Constantinos A. "Gus" Levanos, DDS, who served as MDS President from 1997-1998, passed away on Wednesday, January 20, 2021, at the age of 82 at his home in Bonita Springs, FL. After graduating from the Georgetown University School of Dentistry in 1966, Dr. Levanos launched a private practice in his hometown of Springfield, MA, where he practiced until his retirement in 2004. An MDS member since 1970, Dr. Levanos was an active member of

the Valley District Dental Society and at the state level, serving not only as President but also as a member of the Budget & Fiscal Planning and *Constitution and Bylaws* Committees and as delegate to the House of Delegates. He was also an active volunteer with the Yankee Dental Congress, including the Core Committee, where he served as President from 1996 to 1998. He also held roles as director and treasurer at Eastern Dentists Insurance Company (EDIC).

Dr. Levanos is survived by his wife Maria, his brother Peter and sister-in-law Beatrice, several nieces and nephews and his stepdaughter and their family members. His obituary is online at legacy.com/obituaries/news-press/obituary.aspx?n=constantinos-a-gus-levanos-dds&pid=197574974&fhid=18685. Contributions in Dr. Levanos's memory can be made to the Dana-Farber Cancer Institute in Boston, St. George Greek Orthodox Church in Springfield, MA, and St. Katherine Greek Orthodox Church in Naples, FL.

Wachusett District Member Authors Children's Book

MDS member Dr. Paul A. Migliozi recently authored his first illustrated children's book, *We're No Angels*, which was inspired by his granddaughters Layla and Farah. *We're No Angels* tells the tale of Sasha (9), Laura (7), and Crissy (4), three all-American girls who find mischief during a camping vacation at Acadia National Park in Maine that leads to the formation of the National Parks Junior Ranger program. The book was released by Page Publishing of Pennsylvania, and can be purchased at retail book stores and through digital download at Amazon, Barnes & Noble, Apple iTunes Store, and Google Play.

Prior to his retirement, Dr. Migliozi was an active member of the Wachusett District Dental Society. Now retired, he lives in Fitchburg with his wife Judy and is already at work on his follow up to *We're No Angels*.



The History of the Boston District Dental Society

This article originally appeared in the Fall 2020 issue of Boston District News, the online newsletter of the Boston District Dental Society. MDS CONNECTION is publishing it here to commemorate the formation of the MDS's 14th District.

2020 marked six years since the formal establishment of the Boston District Dental Society (BDDS), so we wanted to take time this issue to reflect on how far the District has come. We got a chance to sit down (via Zoom) with some of the founding members to pick their brains on the creation of this great District, where it started, and what they foresee for its future.

The Massachusetts Dental Society (MDS) has grown tremendously over the past 156 years, from a small like-minded group of dentists in the Boston area to a diverse organization of more than 5,000. In 1865, the Commonwealth of Massachusetts awarded the small group a charter to incorporate as the Massachusetts Dental Society. The First Annual Meeting was attended by 27 members. At that meeting, Dr. Nathan Cooley Keep was elected as the first President of the Society. Its mission was to improve the oral health of the public and to promote the professional development of its members.

Currently, the MDS has 14 Districts, and while it is the newest District, the BDDS has quickly become one of the largest and most diverse. The BDDS was formally established in 2015 at the MDS House of Delegates. However, its journey to formation began five years earlier in 2010. A resolution was introduced at the MDS House of Delegates to create a Special Committee to oversee the formation of a Greater Boston Pilot Group (BPG). The goal of the BPG was to explore the need for a new District, one that was different from the suburban communities of the Metropolitan District and incorporated the diverse needs of Boston practices. One of the founding members, Dr. Jan Rozen recounts that the "Special Committee was composed of five to seven members, two of whom were from the Metropolitan District Dental Society [MDDS], as well as a nonvoting Trustee Liaison and non-voting dental school liaison." Over time, the Greater Boston Pilot Group morphed into what was then called the Boston Collaborative Group (BCG).

Founding members are as follows:

The BCG consisted of an Executive Core group of Officers, a full Executive Committee, numerous at-large members, and one Trustee liaison:

- Dr. Mina Paul: MDDS Liaison
- Dr. Jan Rozen: Liaison between the BCG and the MDDS
- Dr. N. Peter Hjorth: MDS Trustee Liaison
- Dr. Frank Schiano
- Dr. Romesh Nalliah
- Dr. Nithya Chickmagalur
- Dr. Michelle Dempsey
- Dr. Joseph Guarino
- Dr. David Kim
- Dr. Omar Gonheim: MDS Guest Board Member (2013-2014)

The primary goals of the Boston Collaborative Group were to engage existing MDS members who worked and/or lived in the Greater Boston area and to create a potential outline and structure for a "viable Greater Boston District, while at the same time retain a viable Metropolitan District." Dr. Paul recounts that "the group had limited funds and ran much like a start-up in the early years. They had to develop parliamentary procedure and find funding and sponsorship. They also had to define the needs of the District and make sure that the Executive Committee that would follow them understood and would carry out this vision." She states that they were "careful about the guardianship they were given to make sure they made the District a success. They worked hard to ensure they were targeting the 'right' people for the District and were faced with bridging the gap between the needs of older members and new members. This required diplomacy and experience, and a lot of time and dedication." The BCG met often and worked tirelessly to develop vision and mission statements that supported these goals:

- *BCG Vision Statement: To increase representation of the diverse local community of dental professionals in Boston.*
- *BCG Mission Statement: To encourage and expand involvement and increase representation in organized dentistry through a committed engagement to relevant educational programs, community service events, and collegial networking.*

The impetus to create the BPG, which then evolved into the BCG, and finally the BDDS, stemmed from Boston's unique attributes. Boston has three dental schools with notable faculty, numerous community health centers, and a diverse population of general practitioners and dental specialists.

"Dentistry was at a crossroads," says Dr. Rozen. "Looking forward, the scope of dentistry was changing. Would we be ready to accept the challenges that change will bring? A 'Greater Boston District' would be positioned to accept those challenges of representing organized dentistry by integrating its members with committed programs for continuing education, community service events, and collegial networking."

Throughout its existence, the BCG worked hard to provide an assortment of relevant programming and leadership opportunities to its members and



The original BDDS Executive Board members at the 2015 House of Delegates after the Boston District was officially named a District. From left: Drs. Jan Rozen (Assistant Treasurer), Meredith Bailey (Secretary), Mina Paul (Trustee), and Frank Schiano (Immediate Past Chair).

the community. It leaned toward hosting more social gatherings versus continuing education (CE), as it was mindful that CE was available online. It realized this demographic was more interested in connecting face to face and establishing networks due to location in Boston. It saw steady increases in participation and membership as the BCG grew. This was all through word-of-mouth marketing and social media—and showed the MDS that Boston was long overdue for its own District. Due to the progress of the BCG, a Boston Task Force was formed comprised of the Executive Core Leadership of the BCG and the Executive Core Leadership of the MDDS. This Task Force was charged with working closely with the MDDS leadership to develop and finalize the formation of the new "Greater Boston District." Over a six- to 12-month period, the BCG and MDDS created infrastructure for transitioning to a full District structure, with the idea of bringing a resolution to the 2015 House of Delegates. The Task Force's work was successful, and the Boston District Dental Society was established at the 2015 MDS House of Delegates Annual Session.

The BDDS includes the city of Boston and the following neighborhoods: Allston, Back Bay, Bay Village, Beacon Hill, Brighton, Charlestown, Chinatown, Dorchester, Downtown, Fenway, Hyde Park, Jamaica Plain, Kenmore, Mattapan, Mission Hill, North End, Roslindale, Roxbury, South Boston, South End, West End, and West Roxbury.

The Executive Core Leadership of the newly minted Boston District Dental Society was led by Drs. Jan Rozen, Mina Paul, Meredith Bailey, Zachary Peacock, and Sheede Ciccarese. These leaders worked to uphold the principles developed by the BCG and maintain the Vision and Mission Statements previously developed. The founding members were passionate about the

Continued on page 15

EQUIPMENT FOR SALE

EXTRAORAL SUCTION SYSTEM UNIT 110V: Two units for sale. Never opened, still in sealed boxes. ADS Dental System #A122001. Benco Product #5699-818. Purchased at \$2,499, looking for best offer. Please contact DeAnna at deanna@embracingyourmile.com or 413.454.2644.

JOB OPPORTUNITIES AVAILABLE

DENTISTS AND DIRECTORS: Seeking associate dentists and clinical dental director. The ideal candidate must have 2-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 or call/text 917.459.3702.

SEEKING PERIODONTIST: High-end practice needs to bring on another periodontist for our Worcester office. The right candidate will receive autonomy and encouragement to provide comprehensive care in a patient-focused environment. Benefits include student loan repayment, health insurance contribution, CE contribution, an excellent mentorship program, and more. Call Rod Watkins at 603.562.6138 or email recruiting@bedidentalgroup.com.

GENERAL DENTIST OPPORTUNITY: An outstanding opportunity exists in a desirable suburb 15 minutes north of Boston. Our highly productive general dentists are supported by a caring hygiene department, committed clinical staff, superb front office team, and independent specialists. We are looking for a general dentist interested in a full-time position. Our commitment to high-quality dentistry and continuing education allows us to focus on excellent customer service and comprehensive, fee-for-service care. We'll provide an opportunity to learn state-of-the-art technology along with clinical mentoring, leading to immediate cash flow for you. Two to three years of experience preferred. Let us know why you should be the next general dentist to join our quality-oriented team! Email resume to dhcwoburn@gmail.com.

GENERAL DENTIST ASSOCIATE: Busy, family dental practice is looking for a motivated, caring general dentist to join our practice in the beautiful Berkshires of Massachusetts. Our two locations, with one office transitioning to a brand-new facility, maintain modern technology with an enthusiastic dental team that is dedicated to quality care. Full-time position, excellent benefit package with the possibility of a future partnership. Please contact our office at info@berkshiredentistry.com.

GENERAL DENTIST OR PROSTHODONTIST: Zwell Dental is a state-of-the-art private practice seeking a general dentist or prosthodontist to work two days per week. We are a quickly growing practice with a strong reputation. With an oral surgeon on our team, and a CBCT on site, we are performing complex dental treatments for patients of all needs. We also take COVID-19 very seriously and have implemented substantial infection control measures and technologies. The ideal candidate is compassionate and confident with restorative dentistry. Please submit your resume to smile@zwelldental.com.

DENTIST: Vanguard Dental (www.VanguardDentistry.com) is a reputed, high-tech private dental office in a good neighborhood in Springfield, MA. (Moving to a new office in Wilbraham soon!) We are looking to hire a full-time MA licensed general dentist. New graduates may apply. We are a paperless office with the latest technologies including hard-tissue lasers, cone beam CT, CAD/CAM dentistry, 3D printing, intraoral imaging, digital radiography, etc. Benefits: Health, 401(k) with match, PTO, CE, and holidays. Please contact skanorwalla@yahoo.com or 508.221.5928.

SEEKING AWESOME GENERAL DENTISTS:

An amazing opportunity to join our growing multispecialty group located west of Boston in Middlesex and Worcester Counties. Seeking part- or full-time dentists to join our team. We are committed to amazing patient experiences by creating high-quality dental care through mentoring, continuing education, and consistent support from our dedicated team. On top of a consistently strong flow of new patients, highly productive doctor schedules, and continued opportunities for growth, we offer strong compensation and benefits packages. We look forward to hearing from you. Please contact Recruitment.MFDP@gmail.com.

GENERAL DENTIST NEEDED. Busy, well-established practice is looking for a motivated, caring general dentist to join our practice. We are looking for caring, driven, and confident general dentists. The practices have a long track record in Jamaica Plain with a loyal patient base. Enjoy the benefits of a strong operational team to help support the practice while you focus on the clinical care with complete autonomy. Interested individual should reach out to us via email. Please contact John at Pondsidedental@gmail.com.

PART-TIME ENDODONTIST: Multispecialty group practice located in Worcester is looking for a part-time, experienced MA licensed endodontist to join our team to take care of our busy endo schedule. Once a month to start. State-of-the-art equipment, Zeiss Microscope, CBCT machine in office. All endo equipment provided. Skilled endo assistant provided. All COVID protocols followed. Requirements: endodontist certification, licensed or license eligible in MA; should be comfortable working with microscope and reading CBCTs. Compensation details: 45% of collections. If you want to be part of a friendly, caring, family-oriented practice, then submit your CV! Please visit our website at www.evershinedental.com. We look forward to hearing from you! Please contact: Patricia LaMonda, Office Manager, at 774.243.1149 or email admin@evershinedental.com.

UNIQUE CAPE COD OPPORTUNITY: Share office space in Yarmouth with a specialist providing a referral base from 30 years of practice on the Cape. Hygiene with good following. Share lease and utilities, practices run separately. Office adequate for two docs. Digital pan and Dentrrix license. To discuss details, email advertising@massdental.org and put MDS Box 1512 in the subject line.

GENERAL DENTIST: Part-time 2-3 days/week GP associate needed for busy, state-of-the-art multispecialty practice in Northborough. Amazing opportunity for the right candidate as we average 150-plus new patients per month. We pride ourselves on excellent team culture and the highest standard of care. Minimum one year of experience or GPR required. Please forward your CV to alexander.moheban@gmail.com.

DENTAL ASSISTANT—WESTERN MA AREA. Looking for a positive, energetic, and motivated dental assistant in a high-tech general dentistry practice in Western MA that also performs IV sedation, implant placement, and surgery. Digital X-rays, CEREC, and cone beam experience preferred. Please contact 413.562.9110 or contact@bonkowskidental.com.

ASSOCIATE DENTIST MONDAYS METROWEST: Massachusetts board licensed dentist. At least two years of experience in general dentistry with emphasis on fixed prosthodontics. Busy MetroWest private practice looking for a motivated and friendly doctor. Fantastic and energetic staff, five operators with 2-3 hygienists daily. Updated technology. Please email advertising@massdental.org and put MDS Box 1514 in the subject line.

ENDODONTIST: Looking for a board-certified/eligible endodontist part-time or full-time. We are a state-of-

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

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

the-art endodontic practice with multiple locations in a Boston suburban area. Great opportunity for a motivated, passionate person. Email endomac@aol.com.

DIRECTOR OF PRACTICE: GENERAL DENTIST—GENTLE DENTAL ARLINGTON. We are currently seeking a confident and experienced general dentist for a clinical director position at Gentle Dental Arlington! This is a well-established and known office in the area, which has been around for many, many years. This practice has a great reputation and patient base. This is a unique career opportunity in which the successful candidate can transition to an equity position within six months. This position can prove to be personally, professionally, and financially rewarding for the right person. This is the perfect position for a dentist who would like to focus all of their energy and interest on patient care while minimizing the non-clinical management work. The average income for a director in our practices was \$400K-plus last year with a generous benefit package that includes quarterly bonuses, additional CE reimbursement, family health insurance, phone and entertainment allowance, as well as 401(k). For immediate consideration, please email your resume to priyanki.amroliwala@42northdental.com or call/text 617.480.6355.

ASSOCIATE DENTIST NORTHAMPTON MA. Seeking FT dentist to join our well-established four-doctor practice. Modern, two ops per doc, great reputation, mentorship available. Four to five days per week. This is a private practice. Contact Charlotte at charlotte@clcdentalconsulting.com or 413.519.3657.

CAPE COD—FULL-TIME GENERAL DENTIST OPPORTUNITY: We are a busy, well-established, group practice in Brewster looking for a caring and skilled general dentist to join our experienced team. Our practice is well reputable and stable. In addition to a strong compensation and benefits package, this position also includes paid-for CE opportunities, a sign-on bonus, and opportunity for relocation benefits, if needed. Please contact Brett at bblough@midwest-dental.com or 774.670.8875.

DENTAL ASSISTANTS NEEDED: Excellent salary, superb benefits, and great working environment! We: Are a safety-focused, highly progressive, innovative practice that focuses on bone regeneration, periodontal therapies, implant therapies, TMJ and muscle pain, and comprehensive care. Many of the techniques we utilize we have developed and teach throughout the U.S. and around the world. We work hand in hand with our Medical Spa to ensure comprehensive care. You: Are well-versed in sterility and safety protocols, and consider them very important. You are an organized, take-charge type of person who enjoys speaking to the public and can help put nervous people at ease. You are able to lead by example and work with team members to make the patient experience as positive as possible and keep the office flowing smoothly. You are patient focused, realizing that they are the most important in the office. You are looking for a long-term position with job security in a pleasant, appreciative environment. Together: We will provide patients with a safe, positive, pleasant experience from initial contact with our office through treatment to follow-up care. Working together, we will improve people's lives. Assistant responsibilities—Chairs: set-up and breakdown of rooms for exams, surgeries, and post-operative visits using excellent infection control techniques. New patient exams: review

medical history, determine the reason for visit, taking X-rays (bitewings, PAs, full-mouth series), and CT scans. We will train you in taking CT scans, if necessary. Chairs: assisting of surgeries (i.e., extractions, bone grafts, gum grafts, implants, other periodontal surgery); you have excellent infection control techniques and a basic understanding of procedures and necessary instruments/materials needed by doctors, using excellent infection control techniques. Reviewing pre-op and post-op instructions with patients. Careful breakdown and turnover of rooms after patient visits, using excellent infection control techniques. Cleaning, packaging, and sterilization of instruments after all procedures, allowing timely turnover of surgical kits. Returning cleaned instruments to correct storage. Restocking rooms as needed. Taking digital impressions with an intraoral scanner; we will provide training, if necessary. Taking clinical photographs; we will provide training, if necessary. These tasks may be completed with another team member present, allowing you to work as a team in completing these responsibilities. Office: Typing electronic chart notes for patients seen for exams and post-operative visits (the doctors are responsible for surgical notes); calling patients the day after surgeries to see how they are feeling and answering basic post-operative questions; unloading office supplies and placing them in supply closets. Please contact gworrell@fugazzotto-rost.com.

ASSOCIATE GENERAL DENTIST—SPRINGFIELD, MA: Full-time associate role available with our affiliated Baystate Dental practice in Springfield, MA. Great earnings, CEs, and full benefits. Experienced or new grads welcome! Email resume to bames@dentalcarealliance.com or learn more and apply online at www.dccareers.com.

ENDODONTIST NEEDED FOR 1 DAY A MONTH: Looking for a part-time endodontist for one day a month. We are a state-of-the-art private practice located near Boston. A great opportunity for a motivated and passionate person! Please email your CV to bg2n2020@gmail.com.

MATERNITY COVERAGE: Seeking pediatric or general dentist for 2-3 days a week in April and May due to maternity leave coverage. Office mainly treats children with simple restorative and prophyls. Compensation negotiable. Email naaz79@gmail.com.

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.

WORCESTER PRACTICE ASSOCIATESHIP: Part-time or full-time. 40% production and up. Paid malpractice and CE. Visa sponsorship okay. No weekends/no evenings. Email hr dentalresume@yahoo.com.

ORTHODONTIST—FT/PT OPTIONS IN SPRINGFIELD, MA: Full-time or part-time options available with our affiliated Baystate Dental practices in the Springfield, MA, area. Great earnings! Email resume to bames@dentalcarealliance.com or learn more and apply online at www.dccareers.com.

CDA PT POSITION IN MERRIMAC, MA: Excellent opportunity to work in a long-established dental practice since 2005. Our goal is to be patient oriented. The family and community come first. Monday, Wednesday, Friday, and one Saturday a month. Compensation: \$20–\$25 per hour. COVID-19 considerations: We follow OSHA and CDC guidelines and use N95 respirators and PPE to protect staff and patients. Please contact frankchowdds@hotmail.com.

PRACTICES FOR SALE OR RENT

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 1–2 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 and put MDS Private Box 1501 in the subject line.

BOSTON AREA PRACTICE FOR SALE: In desirable neighborhood close to Red Line on main street. Standalone building with excellent visibility. Perfect for group practice looking to expand. Doctor will stay for at least 2 years as associate. Also good for single doc with expanded skills including implants. Gross \$625K last 5 years without implants, perio, oral surgery, ortho, or pedo. Email advertising@massdental.org and put MDS Box 1507 in the subject line.

ORTHODONTIC PRACTICE FOR SALE. High-quality well-established orthodontic practice for sale in the Metro West area. 2,000 sq. ft., recently renovated treatment and reception area with large lab for in-house retainers and models. Great opportunity for an enthusiastic orthodontist in a growing affluent community. 3–4 days/week. Serious and qualified applicants only. Email advertising@massdental.org and put MDS Box 1515 in the subject line.

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.

FULLY EQUIPPED DENTAL OFFICES FOR SUB-LEASE AND/OR LEASE: Two locations: The first has two operatories with a third plumbed in Coolidge Corner, Brookline. The second has three operatories with a fourth plumbed in Davis Square, Somerville. Please email advertising@massdental.org and put MDS Box 1511 in the subject line.

CAMBRIDGE PRACTICE FOR SALE: FFS dental practice for sale. High-quality active patients. Three ops. Professional building with no other dentists. Real estate purchase also an option but not a requirement. Situated in a high-growth part of Cambridge, near a large outdoor shopping mall and hospital. Motivated seller. All offers considered. Please email ddgent22@gmail.com.

HAMPDEN COUNTY: FULLY MODERNIZED GP IN WESTERN MA. Located in a stand-alone converted residence with parking and great visibility as it sits on a main road in town that is well trafficked. RE also for sale. Four ops, digital X-ray, EagleSoft, I/O cameras, laser, digital CBCT and CAD-CAM, all only a few years old or less. Practice is open four days/week. Referring out some difficult specialty procedures. Contact Henry Schein Professional Practice Transition Sales Consultant Greg Whitmer at 857.278.3535 or greg.whitmer@henryschein.com. #MA2382

FORTY-FIVE YEARS OF PRACTICE FOR SALE IN ROXBURY-BOSTON in highly visible area, near public transport, with three fully equipped operatories, fourth plumbed, and digital X-ray. Please call 781.354.0930 or email pushsur@yahoo.com.

SUITE FOR RENT OR PURCHASE—1,500-sq.-ft. suite for sale or lease. Leasing will provide excellent opportunity in recently renovated professional office/lab/medical building. Ownership offering a generous improvement allowance to create your “turn-key” buildout. This landmark building is located just off

Route 2 and only minutes from Emerson Hospital and downtown Concord, MA. Come see this suite, new lobby, and cyber cafe! Contact Nicholas Kondon at nodnok@aol.com or 617.926.1097.

MA PERIO PRACTICE FOR SALE north of Boston. Four operatories; EagleSoft software; monitors and laptops in operatories; video cameras; digital films; extraoral aerosol suctioning Octodont XL; instruments in cassettes; busy hygiene schedule; fully stocked PPEs for one year; strong established practice; P&L's available; wonderful patients. Please email advertising@massdental.org and put MDS Box 1517 in the subject line.

PRACTICE FOR SALE Dental practice located in Skowhegan/Madison, Maine, area. Stable patient base of about 1,600 active patients; professional, handicapped-accessible building; ample free parking. Six fully equipped treatment rooms (2,600 sq. ft.). Reasonable rent; long-term lease is available. Collections: \$700K. Please contact 207.200.4769.

NASHUA, NH, DENTAL OFFICE FOR LEASE: Turnkey professional office for Lease. 1,200 sq. ft., reception, three surgical procedural rooms, lab space, etc. Located off Route 3. Ample parking. Ideal for starting a new practice without the expensive buildout. \$3,500/month includes fees, utilities, and telecom. Patient list and prior practice supplies also available. Contact Matthew Stanizzi, MD, at stanizzi@hotmail.com or 917.913.9047.

TAUNTON POTENTIAL DENTAL OFFICE SPACE! Incredible location to launch or expand your practice! Landmark historic building with big curb appeal. Head-turning brick building with high-traffic count at lighted intersection on Route 44. Charming on the outside—newer and modern on the inside. 5,000 sq. ft. spread over two floors. Four bathrooms. Already partitioned as offices with existing reception area. Parking for 40-plus cars. Great spot for high-profile signage. Ideal for owner-occupied use. For sale/lease listed at \$499,900. Please call or text Jeff at 781.990.8256.

VIBRANT LOCATION X3—KENMORE SQUARE/BACK BAY For rent/sale. Refurbished 2,400 sq. ft., six (6) modern plumbed treatment rooms with sterilization, laboratory and staff rooms, plus multiple private/business offices. Includes ADEC dental cabinetry. Private and public parking near T stop. A must see!! Please contact John at 617.872.8615.

SEEKING PRACTICES

SEEKING A DENTAL PRACTICE: Recently relocated to Massachusetts. Looking to purchase a GD practice in Northeast MA. If you are considering retirement/transitioning, please contact me at Droncar@yahoo.com.

EXPERIENCED GENERAL DENTIST LOOKING FOR PRACTICE TRANSITION/ACQUISITION. The past year has changed everything, including for myself. If you are interested in growing your practice, transitioning out of practice, retiring outright, or looking to cut back with an invested partner, please contact me to discuss how I may help your vision. I am a general dentist with 7-plus years of experience (including GPR) looking to begin the next phase of my dental career. I have experience with many digital technologies, CAD/CAM systems, and sleep apnea implementation. If you are located within 20 miles of Boston or Framingham, please contact me to discuss how I can assist you with your plans. Thanks! Please contact dentistseekingtransition@gmail.com.

TIRED OF GOING IT ALONE OR READY TO RETIRE?

With our model, you can sell a portion of your practice yet continue practicing until you retire. You'll diversify your assets but still receive profit distributions. We'll manage the administration so you can practice great dentistry. We can also do standard transitions if you just want to retire. Seeking practices with four-plus operatories in MA. Email transitions@beddentalgroup.com or call Rod Watkins at 603.562.6138.

SEEKING A DENTAL PRACTICE—Looking to purchase GD practice in Middlesex County with over 15 years of experience. Willing to purchase real estate. If you are considering transitioning, please contact Drboston05@yahoo.com.

The History of the Boston District, continued from page 13

future of the BDDS, and that passion shows in the growth of the District over the years. “Creating a District from scratch and watching it grow organically over the last five years has been a very rewarding experience,” says Dr. Meredith Bailey, BDDS Chair (2018-2019) and current MDS Vice President. “The enthusiasm and dedication of the District leadership has led to growth and increased involvement of the membership.”

The current BDDS Vision and Mission statements are as follows:

- *BDDS Vision Statement: The BDDS is a component society of the MDS that serves to provide value to our members through communication, networking, and education.*
- *BDDS Mission Statement: Helping the MDS connect on a local level.*

The BDDS is now in its sixth year of governance, with parliamentary protocol well established under the guidance and mentorship of former Trustee Dr. Paul. “2020 [marked] the implementation of the new governance reform happening at the state level to create a more agile and modernized Board,” says Dr. Bailey.

The District is led by strong leadership, well equipped to meet the changing needs of dentistry,

especially during the current COVID-19 pandemic. Membership support and involvement is also robust, allowing the BDDS to achieve the highest numbers in membership across the Districts. The District is now the most diverse in the MDS, representing almost every demographic—cultural, racial, gender, age, and socioeconomic.

Dr. Paul proudly notes that the Boston District has a “history of producing leaders, with a large number of MDS 10 Under Ten recipients, some of whom have gone on to become ADA 10 Under 10 recipients [most recently, Drs. Hubert Park and Kadambari ‘Kady’ Rawal]. Also, a number of BDDS members have served as MDS Guest Board Members—there must be something in the Charles River water.” Or perhaps it is the diligence and focus that Dr. Paul and the other early founders of the BDDS put into establishing a lasting legacy for the District. They focused on recruiting committed members and establishing a pipeline for the Executive Committee and Board to sustain the District. The BDDS has remained true to its original goals to “establish a strong District with an established governance model, meet the needs of its diverse membership, and remain open to continuous

evolution,” says Dr. Paul. “Just as the members and patient needs of our District are continuously evolving, the BDDS is committed to do the same.” Adds current BDDS Chair Dr. Rawal: “It is an absolute privilege and honor to serve as the Chair of an extremely enthusiastic and diverse Board that truly represents our District. The work done by the pioneers to start this District and help it become the District that it is today is truly commendable. We hope to continue the trend and keep moving forward, even through challenging times. The support from the MDS and our members is crucial, and our Board will continue to strive to meet these goals.”

We would love to thank Drs. Jan Rozen, Meredith Bailey, and Mina Paul, among others, for their time and knowledge in developing this article.

Khara Gresham, DMD, MPH
BDDS Editor

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Editorial Committee

SAVE THE DATE



2022

January 27 - 29, 2022

Boston Convention
& Exhibition Center

A graphic featuring a large white circle in the center containing the text "Explore, Educate, Engage". The word "Explore" is in blue, "Educate" is in teal, and "Engage" is in green. The letter "E" at the start of each word is large and multi-colored (blue, green, and yellow). Surrounding this central circle are several overlapping circles in various shades of green and blue. In the background, there is a faint, light blue silhouette of a city skyline with a bridge, likely representing Boston.

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