

## Update From the MDS COVID-19 Resurgence Task Force

In an early January *Dental Insight*, the Massachusetts Dental Society (MDS) Dental Practice and Benefits Committee provided some useful tips on how to address what to do when staff members test positive for COVID-19 or have been exposed to an infected individual. The MDS COVID-19 Resurgence Task Force is providing additional information to help members navigate these confusing times.

At the end of December 2021, the U.S. Centers for Disease Control and Prevention (CDC) updated its recommendations for health care professionals and the general public.

As a profession, we have done a terrific job keeping patients and staff safe throughout this pandemic; however, all dental practices must continue to stay vigilant. Here are some tips to help guide you through some what-if scenarios during these challenging times.

### COVID-19 Positive Test Result

Any dentist or staff member—regardless of vaccination status—who tests positive for COVID-19 and who is asymptomatic or mildly symptomatic with improving symptoms, may return to work after five days of isolation or quarantine, per the CDC. Currently, proof of a negative test is not required to return to work, but note that the CDC may revise this guidance at any point to include a negative test result before returning to work.



### COVID-19 Exposure

A dentist or staff member who is fully vaccinated (i.e., has received all necessary vaccine doses, including a booster) and has been exposed to COVID-19 but is asymptomatic may continue to work with no restrictions. As noted above, the CDC may revise this guidance to include proof of a negative test before being able to return to work.

Per the CDC, factors that can reduce the risk for transmission in the health care setting include, but are not limited to, correct use of personal protective equipment by health care practitioners and use of well-fitting source control by any individual infected with COVID-19, whether the health care professional and/or the individual have received all COVID-19 vaccine doses, including the booster.

For further clarification, please read the CDC's Interim Guidance for Managing Healthcare Personnel with SARS-CoV-2 Infection or Exposure to SARS-CoV-2 at [www.cdc.gov/coronavirus/2019-ncov/hcp/guidance-risk-assessment-hcp.html](https://www.cdc.gov/coronavirus/2019-ncov/hcp/guidance-risk-assessment-hcp.html).

This is a very fluid situation that is changing frequently. The MDS is doing its best to stay on top of the changes and communicate them to members. Please be sure to check your email inbox for any important updates.

If you have any other questions, you can contact the MDS Member Assistance Center at 800.342.8787.

## MDS Webinar Addresses Dental Assistant Shortage

A perhaps unpredicted fallout of the pandemic continues to trouble business owners all over the United States: staffing shortages. Employers in many sectors—including dentistry—are struggling to find workers. Massachusetts Dental Society (MDS) members are finding that recruiting and retaining dental assistants in today's economy has been incredibly challenging. Many dental practices are having great difficulty filling open positions, which is why the MDS Dental Practice and Benefits Committee hosted the "Tackling the Dental Assistant Shortage Challenge" webinar on Tuesday, December 7.

"This has been a problem that existed before COVID," said Dr. Jeffrey Karen, Chair of the MDS Dental Practice and Benefits Committee, who led the webinar. "I think it got exacerbated during COVID, when a lot of people who had been dental assistants for a long time decided not to come back or used it as an option to retire or make a career change."

The webinar agenda included:

- Overview of the Challenges Facing Dental Professionals—Dr. Jeffrey Karen, Chair of the MDS Dental Practice and Benefits Committee

- Understanding the OJT Process—Barbara Young, executive director of the Massachusetts Board of Registration in Dentistry (BORID), and Dr. Thomas Trowbridge, BORID member
- Impact on Dental Assisting Programs—Davann Chem, program coordinator at Northern Essex Community College
- Q&A via Zoom Chat

If you were unable to attend the webinar, you can watch the recording at [https://www.youtube.com/watch?v=GaZnvH9\\_7UA](https://www.youtube.com/watch?v=GaZnvH9_7UA) to learn about innovative recruiting strategies and hear what the MDS is doing to address this challenge.



**Dr. Jeffrey Karen, Chair of the MDS Dental Practice and Benefits Committee, discusses the dental assistant shortage.**



## Looking Back and Looking Ahead

Dear Colleagues,  
Happy New Year! It is hard to believe it has been six months since my tenure began as your President of the Massachusetts Dental Society (MDS) on July 1, 2021. When I was elected for this position, my platform focused on three goals: improving communication, strengthening the Districts, and cultivating membership. These three objectives are critical to navigating the changing demographics and needs of

members and future members as the dental landscape continues to evolve, and are encompassed in the new Strategic Plan developed by your 2021-2022 MDS Board of Trustees. I am excited to share what the MDS has been working on over the last six months.

### New Strategic Plan and Core Focus

The MDS Board of Trustees hit the ground running in July and August with two full-day meetings to establish and finalize the goals and agenda for the governance year. The MDS Board of Trustees successfully defined a core focus for the MDS to follow with a new Purpose Statement: Empowering dental health professionals throughout their careers and a new Niche Statement: To be the leading resource for member success. Both these statements reflect the importance of you, our members.

The Board also created a 10-year target and new three-year Strategic Plan with 13 goals:

1. Operating income – \$8 million
2. Market share – 77%
3. Reserve balance – no lower than \$4 million
4. Net profit of \$1.5 million - \$2 million from sustainable Yankee-branded events
5. Increase non-dues/non-Yankee revenue by \$500,000
6. Actively measure engagement, participation, and value
7. Create and execute a plan to improve member value
8. Create and execute a plan to improve retention of members with less than three years in practice
9. Executing a clear advocacy plan
10. Increase collaboration with other health care organizations and dental education programs
11. Leadership development at the District and state level with the governance structure
12. Continued commitment to diversity, equity, and inclusion
13. Staff – 37 to 41 of the right people for the right seats

Led by MDS Executive Director Mr. Kevin Monteiro, CAE, the MDS management team and staff carry out the vision and goals created by the MDS Board of Trustees, who represent you, the MDS members.

### Governance Reform and Improving Communication

Phase II of the governance reform commenced July 1, 2021, and the MDS Board of Trustees is now entirely comprised of Regional Trustees and the Executive Committee has been eliminated. The MDS Board of Trustees presently consists of the MDS Officers, six Regional Trustees, one At-Large Trustee (a position created by the new governance reform), and four non-voting Guest Board members. This streamlined composition allows the MDS Board of Trustees to expeditiously execute projects and ideas while providing the flexibility needed today.

The new governance reform also amended the size of the supreme governing body of the organization, the MDS House of Delegates, without changing the representative voice of the Districts. Streamlining the number of delegates creates a more efficient way to move through new business, approve *Bylaws* changes, and effect policy so we can continue to protect our ability to provide care to our patients. The representative voice of every District is critical as the decisions made are member driven and the new size allows each District to select its most engaged caucus. The number of pending resolutions and issues will change from year to year, and it is critical that the Districts consider their yearly calendars early to allow for ample time to meet and prepare their representatives.

Within this new governance structure are several new communication platforms under consideration, as well as some that have already been implemented to improve bidirectional communication between the state and members. Since September, every MDS member has received a monthly customized *Regional Trustee Newsletter* with a personal note from your Regional Trustee along with valuable information about what is happening at the state, as well as information from Districts within the Region. The MDS Board of Trustees looks forward to hosting Town Halls in 2022 with the opportunity to personally speak with members and hear your concerns.

The Committee of Chairs and Chairs-Elect was created as part of the governance reform by the Governance Task Force and held its first full year of meetings in 2020-2021. As Vice President and Chair of this Committee in 2020-2021, I have personally witnessed the value of directly connecting the state leadership to the District leadership. This crucial platform also connects District leaders with one another, and sharing perspectives from across the state has resulted in creative solutions to common questions in addition to raising awareness about new concerns stemming from local issues. These dedicated monthly meetings foster collaborative discussions on timely topics, such as the leadership pipeline, practice issues, and supply chain challenges. There is also a regularly published newsletter by the At-Large Trustee called the *District Outreach Communicator (DOC)*, which relays information to the District leadership.

Another new initiative implemented this fall aimed to increase communication between the state and the District treasurers. The MDS Treasurer and MDS Managing Director of Accounting and Finance have been meeting monthly with

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the District Treasurers to review accounting practices and provide an exclusive platform for open communication. These meetings have been successful and appreciated by the Districts.

### Strengthening the Districts and Cultivating Membership

The 14 individual Districts are the grassroots of our organization and are critical to demonstrating member value. In addition to representing the voice of members at the MDS House of Delegates, the Districts provide a personal connection to every single MDS member, and District events are often the first point of contact for new members. Local Districts also offer vital support networks and have been an instrumental source of assistance to members, especially over the last year.

Creating a personal connection is critical to cultivating and maintaining our membership base. Many dentists have relayed that one of the greatest benefits they receive from organized dentistry is mentorship, and that spans the length of careers. Belonging to an organization comprised of like-minded professionals who are all working toward a common goal is priceless. Mentors can be instrumental to career and personal growth. Faculty members are committed to the profession and are guiding and supporting the next generation of dentists every day. Engaging this group of professionals who are already mentoring new dentists will cultivate MDS membership. Having a network of dedicated professionals to connect with is a unique offering of organized dentistry, and the MDS is working on programs that will continue to foster these relationships. Mentorship programs are key to cultivating membership and strengthening the Districts as we work to shape the future of our organization and profession.

When the Districts are strong, the MDS is best able to represent all members. Continuing to evaluate ways to support the Districts with the customized resources they need to provide member value is a priority. District leaders work hard to create a calendar with a variety of events that are both professionally and personally rewarding. District leaders have capitalized on the recent necessity of virtual events and have hosted webinars and socials with other Districts from across the state, allowing dentists to collaborate without geographical challenges. Individual Districts have a dedicated page on the MDS website and District email communications are sent out on Thursdays with information provided by the District leadership. There is also a master calendar at the bottom of the MDS homepage that lists all District and state events.

### MDS Committees

The MDS Board of Trustees developed the yearly tasks for each MDS Committee this year, focusing on ways to provide member value within the new Strategic Plan. The MDS Board of Trustees met with the Committee Chairs to review these charges in August and will continue to meet with the Committee Chairs for oral reports and status updates throughout the year. Every MDS Committee also has a dental student liaison from each of the three Boston dental schools, and we appreciate the enthusiasm and engagement of these liaisons.

Charges for the Committees include continuing traditional programs, addressing timely concerns, and forecasting future issues to proactively prepare our members. The importance of organized dentistry was clearly demonstrated throughout the pandemic and persists as we continue to face new challenges. The American Dental Association (ADA) and the MDS will continue to provide members with updated guidance as the environment evolves and regulations change. Patients are returning to practices, but supply chain issues and the workforce shortage have been exacerbated by the pandemic and are significantly impacting the profession. A dedicated subcommittee within the Dental Practice and Benefits Committee is assessing how we can mitigate this crisis and assist MDS members. In addition to a recent webinar, there are several projects being considered for implementation in 2022 to address staffing issues.

The MDS is actively reviewing how we can provide exclusive discounts on products and services to all members. Several Committees have projects that are focused on providing members with opportunities for mentorship and networking. The MDS is working on an initiative to connect dentists seeking employment with practices for employment or purchase, especially in areas of the state where providers are needed.

The MDS needs your feedback and is working on ways to be inclusive and provide all members with information via their preferred format. Please stop by the MDS Booth at Yankee Dental Congress 2022 to take a survey developed by the Membership, Dental Education, and Dental Practice and Benefits Committees and the Diversity, Equity, and Inclusion and Communications Task Forces. The Communications Task Force is assessing existing platforms and current communication strategies for member preference and interest. A thorough review of the existing MDS Board of Trustees Manual is also underway and the Board of Trustees voted to modernize our governance documents with all-encompassing pronouns.

For more than 47 years, the Yankee Dental Congress has been an annual tradition, and an event that New England dental professionals look forward to attending every year. The MDS and Yankee Dental Oversight Committee are thrilled to be back in person for Yankee 2022 as we "Explore, Educate, and Engage" together.

### Legislative Agenda

One of the most important functions of organized dentistry is to serve as the unified voice of the dental profession. Health care is local, and it is critical that dentists speak to your local representatives, sharing the unified message of the MDS with your individual flair. An initiative to develop an advocacy leader in each District is underway to strengthen our advocacy efforts. We need your voices! To educate and engage members, the MDS has been hosting a series of webinars since September explaining pending legislation at both the state and national levels and sharing advocacy opportunities. Please visit [massdental.org/Advocacy/Advocacy-Events](https://massdental.org/Advocacy/Advocacy-Events) to view previously taped webinars and mark your calendars for more upcoming monthly meetings.

We appreciate the many MDS members who have advocated on behalf of the pending MDS legislation and continue to provide personal testimony for: 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.

In November, the MDS provided testimony at the MassHealth dental hearing, explaining the challenges our members face with reimbursement and potential barriers to provider participation. The MDS Board of Trustees voted to create a Task Force to assess these challenges and ways we can help improve access to oral health care in the Commonwealth to report.

The MDS Board of Trustees is continuously monitoring all pending and potential legislation that could impact our profession and putting strategies in place to act quickly in the interest of MDS members.

### Thank You for Your Membership

In conclusion, I would like to take this opportunity to sincerely thank you for your membership. The MDS strives to be the ultimate resource, and that means something different to each of the 5,300 members the MDS represents, encompassing varying demographics of age, practice, and locations across the Commonwealth. I am proud to belong to such a special network of dental professionals, who abide by our Code of Ethics and unite through organized dentistry to improve the profession today not only for our patients, but also for future generations of dental professionals. As we enter 2022, the MDS Board of Trustees will continue to work to innovate, communicate, and find the best ways to provide you, our members, with the assistance and resources you need to be successful throughout your career.

Meredith A. Bailey, DMD  
MDS President July 2021-June 2023





# MDS Career Center

Connecting Talent with Opportunity

The MDS Career Center offers a centralized online job portal for dental professionals. This 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)

# Membership

## It's Not Too Late to Renew Your Annual MDS Membership

Thank you for being an MDS member. Being an MDS member comes with many benefits and unique opportunities, including critical support during this time of COVID-19. The MDS supported its members during the peak of the pandemic and continues to do so now. Here is a look at the 2021 membership year in review:

- More than 6,000 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
- More than 650 emails were sent to members in 2021. These communications included Dental Practice 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
- DentalPalooza was held in June 2021, the MDS's first outdoor networking and dental education event
- Thirty Member Savings Program partners offered exclusive discounts and promotions to members across a variety of industries

- \$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
- Frequent presidential and regional trustee update messages

Last year was a particularly difficult year for all of us as we continued to face the challenges of the COVID-19 pandemic and a constantly changing landscape. The only way for us to protect our profession is to work together to tackle the tough issues. There has never been a more important time to do this.

Don't lose out on these benefits for the coming year! To renew online, log in to your account at <https://hub.massdental.org/> and select "Renew My Membership" at the top of your profile page. If you have any trouble logging in, select "forgot your password?" and enter your email to reset your password. If you prefer to renew by phone, call 800.342.8747 and select option 6.

If you have any questions, please call the Member Assistance Center at 800.342.8747 or email [membership@massdental.org](mailto:membership@massdental.org). We appreciate your membership and look forward to continuing to serve you. Your membership matters.



## MDS Health and Wellness Tip: Self-Care Is Essential

Seasonal affective disorder (SAD), a form of depression commonly related to seasonal changes, impacts many people during the winter months when days are shorter and cold weather often keeps us from venturing outdoors. The MDS Dentist Health and Wellness Committee wants to share a few tips to help you avoid the blues:

- Add more light to your life, both natural and artificial
- Bring the outdoors inside with a house plant
- Exercise and keep moving
- Stay social by calling a friend or meeting someone for coffee
- If necessary, contact a mental health professional to discuss your symptoms and hear other suggestions

Learn more about SAD, including symptoms and causes, as well as diagnoses and treatment, at [mayoclinic.org/diseases-conditions/seasonal-affective-disorder](http://mayoclinic.org/diseases-conditions/seasonal-affective-disorder).

## Free MDS Membership for Your Staff

Were you aware that your MDS membership includes complimentary membership for your support staff? If you haven't taken advantage of this member benefit already, encourage your staff to enroll today so they can share the perks of membership, including important updates, continuing education, discounted programs, and more.

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/](http://massdental.org/) join. Make sure that they know to choose "Allied Dental Health Professional (ADHP)" as their member type.



# Practice Management

## DENTAL PRACTICE INSIGHTS

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

### Mental Health and Dentistry

Did you know that one in five American adults experiences mental illness? Those in the dental community are no exception, especially as we go through the winter months. The MDS Dental Practice and Benefits Committee and the MDS Dentist Health and Wellness Committee encourage all members to pay attention to your mental health and to take time out during your busy days to care for yourself. The American Dental Association (ADA) has created a resource list that promotes self-care. The resources include: toolkits to help you recognize the signs of burnout and understand the importance of workplace mental health; videos on the science behind stress and mindfulness; and webinars on mental health and dentistry and fostering wellness and self-care. This year, make your mental health and self-care a priority.

Learn more at [https://www.ada.org/~media/Project/ADA%20Organization/ADA/ADA-org/Files/Membership/Dental%20Societies/Self\\_Care\\_Away\\_from\\_the\\_Dental\\_Chair\\_FINAL\\_1116.pdf](https://www.ada.org/~media/Project/ADA%20Organization/ADA/ADA-org/Files/Membership/Dental%20Societies/Self_Care_Away_from_the_Dental_Chair_FINAL_1116.pdf).



### Fluoride Varnish Recommended for Children by Task Force

The U.S. Preventive Services Task Force, an independent volunteer panel of national experts in disease prevention and evidence-based medicine, recently recommended that primary care clinicians apply fluoride varnish to children's teeth. The recommendation is to start this process as soon as the first teeth begin to come in. When used in addition to brushing, this will provide extra protection against tooth decay. The task force also endorsed the use of fluoride supplements for children ages six months to five years if their water supply has insufficient fluoride, which is defined as having fewer than 0.6 parts fluoride per million parts of water. These recommendations were based on reviews of more than 32 studies and are consistent with comments the ADA filed in June.

Learn more at [https://www.uspreventiveservicestaskforce.org/uspstf/sites/default/files/file/supporting\\_documents/dental-caries-bulletin.pdf](https://www.uspreventiveservicestaskforce.org/uspstf/sites/default/files/file/supporting_documents/dental-caries-bulletin.pdf).

### ADA Third Party Payer Concierge Program Is Back

Starting January 4, 2022, the ADA resumed its Third Party Payer Concierge service, which assists dentists with insurance questions and concerns related to third-party payers. ADA member dentists can access the service by calling 800.621.8099 or emailing [dentalbenefits@ada.org](mailto:dentalbenefits@ada.org). "This service provides much-needed assistance for dentists with insurance-related questions and concerns that they cannot find elsewhere," said Dr. Mark Johnston, Chair of the ADA Council on Dental Benefit Programs' Dental Benefit Information Subcommittee. Learn more at [ada.org/resources/practice/dental-insurance](https://www.ada.org/resources/practice/dental-insurance).

### Do You Have BORID's New Address?

The Board of Registry in Dentistry (BORID), which is responsible for licensing dentists, dental assistants, and dental hygienists in Massachusetts, has moved. Its new address is 250 Washington Street, Boston, MA 02108. Please note that BORID's main phone number 800.414.0168, staff phone numbers, and general email address ([dentistry.admin@massmail.state.ma.us](mailto:dentistry.admin@massmail.state.ma.us)) have not changed.

## Practice Management Q&A

### Question: Does My Dental License Renew in 2022?

#### Answer:

Yes, Massachusetts dentist licenses are valid for two years and renew in even-numbered years, which means dental licenses must renew by March 31, 2022. To renew their license, a dentist must complete a minimum of 40 CEUs each two-year renewal cycle. The Board of Registration in Dentistry (BORID) enforces the state's continuing education requirements, and performs random audits to verify completion of required credit hours.

The CE requirement for all dentists, dental hygienists, and dental assistants includes a course on infection control in the dental health care setting and certification in CPR/AED or BLS (or a certification in ACLS or PALS in accordance with requirements for the level of anesthesia permit issued).

Additionally, dentists who prescribe controlled substances shall be required, as a prerequisite to obtaining or renewing their professional licenses, to complete appropriate training relative to: (i) effective pain management; (ii) the risks of abuse and addiction associated with opioid medication; (iii) identification of patients at risk for substance use disorders; (iv) counseling patients about the side effects, addictive nature and proper storage and disposal of prescription medications; (v) appropriate prescription quantities for prescription medications that have an increased risk of abuse; and (vi) opioid antagonists, overdose prevention treatments, and instances in which a patient may be advised on both the use of and ways to access opioid antagonists and overdose prevention treatments.

For complete information on the CE responsibilities of licensees, go to the MDS Continuing Education Requirements for Licensure webpage at [massdental.org/borid-ce](https://massdental.org/borid-ce) or the BORID's website at [mass.gov/orgs/board-of-registration-in-dentistry](https://mass.gov/orgs/board-of-registration-in-dentistry) (click on "Statutes, Rules, and Regulations" and refer to document "234 CMR 5.00").



# Member Savings Program

## CareCredit e-Book Helps You Streamline the Financial Conversation



Dentists and dental practice staff know that one of the biggest challenges in providing care is talking to the patient about the financial aspect of delivery of care. In order to get the treatment they need, it's critical that the dental team members and the patient are comfortable and clear regarding any fees and payment options. To help you do this, MDS Member Savings Program partner CareCredit produced *Your Guide to Great Financial Conversations*, a handy e-book that conveys how your office can standardize and optimize fee and payment arrangement conversations. The e-book discusses:

- Why process makes perfection
- Making training a priority
- How the cost conversation happens throughout the patient experience
- How to talk money

Download your copy at <https://pages.ada.org/your-guide-to-great-financial-conversations>.

## New Labor Law Posters Required in 2022 to Reflect Minimum Wage Increase



On January 1, 2022, the Massachusetts minimum wage increased to \$14.25, and the MDS reminds members to update the Massachusetts Labor Law poster displayed on your office wall to include this change. We've made it easy for you: MDS Member Savings Program partner J.J. Keller is offering signs with easy ordering. You can choose poster sets with updates for the next one, three, or five years and J.J. Keller will automatically mail you a new poster if/when any changes occur to either federal or state labor laws. Place your order today to ensure that you are in compliance as you start the new year.

Learn more and order your updated poster at [massdental.org/JJ-Keller](https://massdental.org/JJ-Keller).

## RevenueWell Joins the MDS Member Savings Program

The MDS Member Savings Program welcomes RevenueWell to provide its dental marketing software and digital practice phone systems to members. RevenueWell's Marketing Platform and Messenger make it easy to create personalized patient campaigns (via email, text, and phone) that drive engagement, increase case acceptance, and free up hours of your time each week. RevenueWell Phone integrates with your practice management software to deliver the patient data you need to make every call more personalized and productive.

"We are honored to be recognized with the ADA Member Advantage and MDS Member Savings Program endorsement of RevenueWell's marketing and integrated telephone products," says RevenueWell CEO Serge Longin. "Our clients work incredibly hard to serve the community with quality health care. Providing quality products and caring support that makes the work of providers and their staff easier, more profitable, and more fun is our privilege."

MDS members can receive two months of free service for the RevenueWell Marketing Platform and Messenger, and save more than \$700 in set-up and subscription fees, phone hardware, and receive one month of service with RevenueWell Phone. To take advantage of this special offer, just visit the RevenueWell webpage at [massdental.org/RevenueWell](https://massdental.org/RevenueWell).



## Are You Complying with the Massachusetts ePrescribing Law?

As of January 1, 2021, all prescriptions for controlled substances and medical devices are required to be issued electronically (unless covered by an exception). MDS Member Savings Program partner Veradigm ePrescribe (delivered by Henry Schein One) enables dentists to electronically prescribe all medications, including controlled substances. And MDS members are eligible for an exclusive discounted members-only monthly rate and registration fee. Veradigm ePrescribe can help your practice:

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

Learn more about Veradigm at [massdental.org/veradigm](https://massdental.org/veradigm).

# MDS Foundation

## MDS Foundation Distributes More than \$80,000 in Grants

The MDS Foundation, the charitable arm of the MDS, has awarded more than \$80,000 in grants to eight organizations serving Massachusetts residents, helping to fulfill the Foundation's mission of improving oral health across the Commonwealth.

The Foundation offers two types of grants: Access to Care and Targeted. Access to Care Grants, distributed annually in January, support programs that provide increased access to dental care for underserved communities. The Foundation's Targeted Grants, which are distributed on an ongoing basis, finance a specific need for an organization or program that serves vulnerable populations. The following recipients have demonstrated their commitment to the mission with innovative programs and initiatives serving those in need.

### Access to Care Grants

- **Cambridge Health Alliance: \$15,000**  
This grant will be used for Cambridge Health Alliance's ongoing work with newly immigrated youth at Somerville High School's Oral Health Access Program.
- **Dental Life Network—Massachusetts Donated Dental Services Program (DDS): \$12,500**  
Funding from the 2021-2022 grant will be used to care for 40 individuals with disabilities, fragile medical conditions, or those unable to afford care. Funds will also support the DDS coordinator position, recruiting efforts for volunteer dentists, training and technical assistance for staff, and increased communication about the program.
- **Forsyth Institute—ForsythKids Program: \$15,000**  
Funding will be used for a mobile dental program for patient populations with poorer oral health and more significant challenges accessing dental care. A portion of the grant will be used to restore and expand operations as dental partners return to normal. Efforts will also focus on improved oral health for at-risk children in Massachusetts and developing a more cost-effective, sustainable service model.
- **Franciscan Children's: \$6,700**  
This grant will be used to purchase a hand-held X-ray machine for the

Pediatric Dentistry Program. Many Franciscan patients have physical, developmental, behavioral, or emotional conditions that can limit the use of its current wall-mounted X-ray machines. Upgrading the X-ray equipment will immediately elevate the standard of care served.

- **Massachusetts College of Pharmacy and Health Sciences University Forsyth School of Dental Hygiene—Neighborhood SMILES and Worcester EYES Program: \$15,000**

The funds will be used for weekly oral health and vision education, transportation, and oral health assessments and treatment. The Neighborhood SMILES and Worcester EYES program addresses the problem of limited access to oral health and vision education and services for underserved populations.

- **Tufts University School of Dental Medicine (TUSDM): \$15,000**

This grant will address the need for additional dental services for veterans in the Greater Boston area. Funds will be used to increase access to oral health care to more veterans, improve awareness of oral health needs for veterans among the TUSDM faculty and staff, and involve dental students of all levels in providing education and services to veterans.

### Targeted Grants

- **Holyoke Health Center (HHC): \$2,000**  
This funding will be used toward the purchase of key equipment, which will increase the dental clinic's capacity and shorten patient visit times. HHC provides a full range of pediatric and adult dental services to those unable to access or afford basic dental care.
- **Tufts University School of Dental Medicine (TUSDM)—Autism Smile Project: \$2,000**  
This grant money will be used for sensory toolkit items for 30 families participating in the Autism Smile Project. Autism Smile provides children with autism spectrum disorder the opportunity to be introduced to the provider, the dental chair, instruments, and all sensory stimulations that may occur on a typical dental visit. Sensory toolkits are distributed to every child who participates in the program.

## AmazonSmile—Help the Foundation While You Shop

If you shop online, please consider making your Amazon purchases through AmazonSmile, because a percentage (.05%) of every purchase comes back to the MDS Foundation if you choose that as your charity of choice. To get started from your web browser, go to [smile.amazon.com](https://smile.amazon.com) and search for and select "MDS Foundation Inc." in Fayville MA, as your charity of choice. (Fayville is a section of Southborough.) In order to donate a percentage of your purchases, be sure to always shop at AmazonSmile from your web browser by saving the URL to your favorites. If you are shopping from the Amazon app on your phone or tablet, open the app and click on the three bars at the bottom. From there scroll down and choose "AmazonSmile." You can then select your charity of choice ("MDS Foundation Inc." in Fayville MA) and turn on the "Generating Donations" tab on the app. Now you can start shopping and know that a portion of all of your Amazon purchases will help those in need. Visit <https://www.aboutamazon.com/news/community/how-to-sign-up-for-amazon-smile> if you need more information.



## Giving Tuesday Campaign Helped Raise Funds for the Foundation

Giving Tuesday was launched in 2012 as a simple idea: a day that encourages people to do good. Since then, it has grown into a global movement. On Tuesday, November 30, 2021, the MDS asked members and social media followers to consider donating to support the efforts of the MDS Foundation. We are pleased to report that Giving Tuesday 2021 was a huge success, with more than \$5,000 in donations raised! Your generosity enables the MDS Foundation to promote oral health initiatives to those in need across Massachusetts.

If you didn't have the chance to donate on Giving Tuesday, you can still make a tax-deductible donation by visiting [www.massdental.org/Foundation](https://www.massdental.org/Foundation). Thank you again for your support!



## MassHealth Announces Add-On Payments for Rural Communities

MassHealth recently announced add-on payments for private dentists practicing in rural communities. The rural add-on payment is for participating eligible dental providers in Barnstable, Berkshire, Dukes, Franklin, and Hampshire Counties. Eligible providers include individual dentists, dental group practices, dental clinics, and dental schools.

The rural add-on payment of \$19 per patient per encounter is effective for dates of service on or after January 1, 2022. MassHealth's dental administrator will reach out to all eligible providers with more specific billing instructions for the new encounter-based rural add-on payment. Learn more at [mass.gov/files/documents/2022/01/14/tl-den-112.pdf](https://mass.gov/files/documents/2022/01/14/tl-den-112.pdf).

If you are interested in participating as a MassHealth provider, you can contact MassHealth directly at 800.207.5019 or apply online at [masshealth-dental.net/BecomeProvider](https://masshealth-dental.net/BecomeProvider).

## House of Delegates to Hold Virtual Special Session on June 14, 2022

At its July 19, 2021, meeting, the MDS Board of Trustees voted to hold a Special Session of the MDS House of Delegates to review and approve the proposed budget for the 2022-2023 MDS fiscal year and to review any additional budget-related resolutions. This Special Session of the MDS House of Delegates will be held on Tuesday, June 14, 2022, at 6:00 pm and will be a virtual meeting.

If you are a delegate, please reserve this date in your calendar as part of your delegate duties. Information on the platform and any login link or instructions will be sent closer to the meeting. The House of Delegates Special Session is open for all members to observe via the MDS YouTube channel ([youtube.com/massdentalsociety](https://youtube.com/massdentalsociety)), but only members of the House are allowed to participate and only delegates having voting privileges.

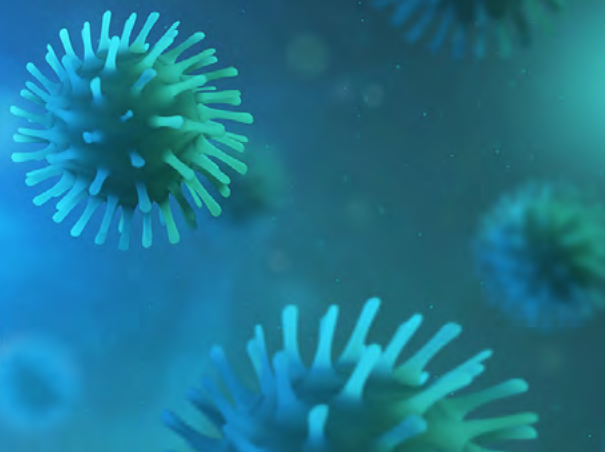
## Are You Receiving MDS Emails?

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](https://massdental.org/Site-Tips).

## COVID-19 Resources

The MDS continues to monitor COVID-19 and its impact on dentistry. Members can access a multitude of resources, including frequently asked questions and information on the COVID-19 vaccine, at [massdental.org/coronavirus](https://massdental.org/coronavirus).



## 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).

**PRACTICES FOR SALE OR RENT**

**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 to sell with flexible options to remain active in transitioning and mentoring as buyer desires. Contact dkny1962@rocketmail.com.

**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.

**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.

**Note**

The ads published here were contracted prior to the launch of the new MDS Career Center and Classifieds Ad portal (see ads on page 4 and below). Ads placed after May 1, 2021, are posted exclusively online.

**Post or peruse  
job listings on  
the new MDS  
Career Center at  
massdental.org/  
Career-Center.**

## The MDS CE Registry



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

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

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

**NEW**

# MDS CLASSIFIEDS

Reach interested dental professionals in your area!

## BUY SELL LEASE

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

### Classifieds Online Portal Offers:

- Consolidated, searchable ad listings
- Clean, easy-to-use online interface
- Increased visibility for your ad



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

**[massdental.org/classifieds](https://massdental.org/classifieds)**



**SAVE THE DATE**  
**IMAGINE**  
THE POSSIBILITIES

**JANUARY 26 - 28, 2023**

Boston Convention & Exhibition Center

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Dental Societies of Maine, New Hampshire, Rhode Island, and Vermont.

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