

2018 CONTINUING EDUCATION

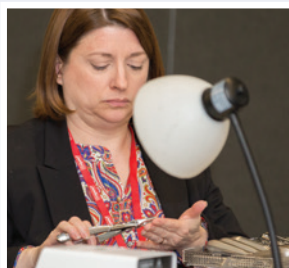


- **NEW!** HPV-Related Head-and-Neck Cancer Seminars in Natick & Holyoke
- **NEW!** Two-Session Practice Transition Program
- **NEW!** CDT Coding and Reimbursement Update

- **BORID PACKAGE**

- American Heart Association: BLS for Healthcare Providers
- Infection Prevention and Control 2018
- Pain Management for the Dentist (Free for MDS Members)

- Free Wednesday Webinars (For MDS Members and Staff)
- Understand Your Patients' Insurance
- Human Resource Management Program
- Front Office Management Program
- Sleep Apnea
- Endodontics
- Oral Cancer
- Auxiliary Tips
- Medical Emergencies
- AND MORE INSIDE . . .



REGISTER EARLY!

Visit massdental.org for the complete course descriptions and to register

ADA CERP® | Continuing Education
Recognition Program

The Massachusetts Dental Society is an ADA CERP Recognized Provider. ADA CERP is a service of the American Dental Association to assist dental professionals in identifying quality providers of continuing dental education. ADA CERP does not approve or endorse individual courses or instructors, nor does it imply acceptance of credit hours by boards of dentistry. Concerns or complaints about a CE provider may be directed to the provider or to the Commission for Continuing Education Provider Recognition at ADA.org/CERP.

WEDNESDAY LUNC

COMPLIMENTARY FOR M

YOU DON'T HAVE TO LEAVE

Login: 11:45 am

Registration Opens One

GIVE YOUR PRACTICE A FACELIFT: Tips and Ideas for Office Design

Wednesday, March 7

CE Hours: 1

LECTURE

Audience:

Dentist



Mary Grise, owner, interior designer, The Inside View



Greg Whitmer, regional business development officer, Bank of America Practice Solutions™

- Understand how to use your office space more effectively
- Identify interior decorating tips that can “modernize” your office
- Review ways to make office renovations that will attract the patients you want
- Determine the importance of your practice’s cash flow and what you can do to improve it
- Discover easy ways to make your practice renovations affordable
- Describe what a lender looks for when qualifying a practice loan

Bank of America 

The Bank of America Practice Solutions™ grant has been applied to this program.

MODERN PRACTICE MANAGEMENT IN 7 SIMPLE STEPS

Wednesday, April 4

CE Hours: 1

LECTURE

Audience:

Dentist • Front Office Staff



Adam Barnett, JD, senior web presence advisor, Officite

- Discuss ways to impress patients with an effective website
- Understand ways to drive new patients to your website
- Review how to dramatically increase your online visibility
- Identify dominant search engines like Google
- Determine how to boost your online rankings and reputation

Officite

The Officite grant has been applied to this program.

For more information, visit

8H TIME WEBINARS

FOR DENTAL PRACTICE MEMBERS AND STAFF

HOW TO INVITE YOUR OFFICE TO PARTICIPATE

Seminar: 12:00-1:00 pm

Month Prior to the Webinar

THE BEGINNER'S GUIDE TO HIPAA AND TECHNOLOGY

Wednesday, June 6

CE Hours: 1

LECTURE

Audience:

Dentist • Office Staff



Jimmy Georgiou, founder and CEO, Aspida

- Understand how to educate staff on HIPAA requirements
- Determine how to implement technological procedures and safeguards
- Discuss best practices to protect yourself and your practice from a HIPAA/OCR audit
- Illustrate the need to properly invest in security and compliance for your practice
- Educate office members as to HIPAA mandates in relation to protecting patient data

The Aspida grant has been applied to this program.



DENTAL LEGAL UPDATE 2018: Protect Yourself and Your Practice

Wednesday, November 7

CE Hours: 1

LECTURE

Audience:

Dentist



Richard Harold, DMD, JD, attorney admitted to the Bar in Massachusetts and associate clinical professor, oral and maxillofacial surgery, Boston University Henry M. Goldman School of Dental Medicine

- Understand the most common areas of legal vulnerability for dental practitioners
- Be up-to-date on new regulations and guidelines affecting dental practice
- Reduce legal risks by implementing safeguards into your dental practice
- Learn to prepare dental treatment records that exceed the standard of care
- Be able to prevent, defend, and cope with lawsuits and board complaints
- Obtain peace of mind by practicing more confidently and defensively

massdental.org/webinar

SATISFY THE BORID AND STATUTORY BIENNIAL REQUIREMENTS ALL IN ONE DAY AND SAVE

Friday, March 2, 2018

| | | |
|-------------|-------|---|
| 302 | \$120 | MDS Dentist/Auxiliary Member (CPR/IC Package) |
| 302A | \$225 | Non-MDS Member (CPR/IC Package) |
| 302B | \$120 | MDS Dentist/Auxiliary Member (CPR/IC/Pain Management Package) |
| 302C | \$245 | Non-MDS Member (CPR/IC/Pain Management Package) |

AMERICAN HEART ASSOCIATION: BLS for Healthcare Providers

Registration: 8:00 am, Seminar: 8:30-11:30 am

| | | |
|-------------|-------|------------------------------|
| 302D | \$95 | MDS Dentist/Auxiliary Member |
| 302E | \$195 | Non-MDS Member |

CE Hours: 3

Audience:

WORKSHOP

Dentist • Hygienist

Assistant • Office Staff



Kelly Hartman, MEd, certified CPR/AED/first aid instructor and trained BLS instructor

- Become BLS (Basic Life Support) for Healthcare Provider certified or re-certified

Certification: American Heart Association two-year BLS Healthcare Provider card

Workbook will be available for purchase

INFECTION PREVENTION & CONTROL 2018: Evaluating Your Compliance

Registration: 11:30 am, Seminar: 12:00-2:00 pm

| | | |
|-------------|-------|------------------------------|
| 302F | \$55 | MDS Dentist/Auxiliary Member |
| 302G | \$105 | Non-MDS Member |

CE Hours: 2

Audience

LECTURE

Assistant • Dentist • Hygienist



Kathy J. Eklund, RDH, MHP, director, occupational health and safety, the Forsyth Institute, adjunct assistant professor, Forsyth School of Dental Hygiene, Massachusetts College of Pharmacy and Health Sciences, and adjunct faculty, Mount Ida College School of Dental Hygiene

- Differentiate between guidelines, regulations, standards and best practices
- Explain the roles and responsibilities of an infection prevention and safety coordinator
- Describe how to integrate CDC guidelines, OSHA regulations and standards into a site-specific infection prevention and safety program
- Demonstrate how to evaluate site-specific compliance with CDC infection prevention recommendations for dental practice settings and OSHA Bloodborne Pathogens Standard regulations

PAIN MANAGEMENT FOR THE DENTIST – Free for MDS Members!

Registration: 2:00 pm, Seminar: 2:30-4:30 pm

| | |
|-------------|--|
| 302H | Complimentary for MDS Dentist/Auxiliary Member |
| 302I | \$105 Non-MDS Member |

CE Hours: 2

Audience:

LECTURE

Dentist



David A. Keith, BDS, DMD, professor, oral and maxillofacial surgery, Harvard School of Dental Medicine

- Summarize the national and local opioid crisis
- Discuss the diagnosis of acute and chronic orofacial pain conditions and the effective pain management strategies for each diagnosis
- Evaluate the risks, benefits, and alternatives of a wide variety of pain medications including the risks of abuse and addiction associated with opioid medications
- Define the role of the dentist in pain management
- Identify simple risk assessment strategies for use in the dental office
- Discuss ways to identify and promote interdisciplinary management of patients at risk for substance abuse disorders
- Explain ways to counsel patients about the side effects, addictive nature and proper storage and disposal of prescription medications
- Identify appropriate prescription quantities for prescription medications that have an increased risk of abuse
- Discuss 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
- Explain the use and interpretation of the Prescription Awareness Tool
- Provide a list of resources for the above objectives

ENDODONTIC MANAGEMENT OF SEVERELY COMPROMISED TEETH

Friday, March 16 Registration: 8:30 am, Seminar: 9:00 am-12:00 pm

316 \$75 MDS Dentist/Auxiliary Member
316A \$105 Non-MDS Member
CE Hours: 3 LECTURE
Audience: Dentist



Mario E. Abdenmour, DMD, part-time clinical instructor, advanced graduate endodontic program, Harvard School of Dental Medicine, and president, Massachusetts Association of Endodontists

- Discuss how to provide guidelines for endodontic treatment or referral
- Understand how to resolve common procedural complications on severely compromised teeth
- Describe isolation procedures on teeth with severe structural loss
- Illustrate effective build-up procedures on teeth with severe structural loss
- Apply best practices to prevent unexpected adverse outcomes
- Identify potential problems before they occur
- Review methods for immediate obturation of the immature irregular open apex
- Discuss effective perforation repair procedures

ATTEND ONE SESSION OR ATTEND BOTH AND SAVE

Attend Both Sessions and Earn 5 CEUs!

328 \$140 MDS Dentist/Auxiliary Member (both seminars)
328A \$200 Non-MDS Member (both seminars)

WOW FACTOR: A Potpourri of Tips and Tricks Every Auxiliary Should Know

Wednesday, March 28 Registration: 2:30 pm, Seminar: 3:00-6:00 pm

328B \$75 MDS Dentist/Auxiliary Member
328C \$105 Non-MDS Member
CE Hours: 3 LECTURE
Audience: Assistant • Hygienist



Ellen Gambardella, CDA, former director of dental assisting, Minuteman School of Applied Arts and Sciences

- Discover clinical shortcuts without compromising quality
- Gain techniques that will reduce supply costs
- Enhance infection control protocol
- Use hints to boost dental ingenuity
- Acquire strategies to increase office productivity and communication

THE DENTAL AUXILIARY'S RECIPE FOR PATIENTS' ACCEPTANCE

Wednesday, March 28 Registration: 6:00 pm, Seminar: 6:30-8:30 pm

328D \$95 MDS Dentist/Auxiliary Member
328E \$125 Non-MDS Member
CE Hours: 2 WORKSHOP
Audience: Dentist • Assistant
Hygienist • Office Staff



Ellen Gambardella, CDA, former director of dental assisting, Minuteman School of Applied Arts and Sciences



Gregory Wu, DMD, clinical director of clinical operations, Onsite Dental Care of New England, and maintains a private practice in Westford

- Review the significance of supporting the treatment plan
- Know how to speak the same language as the doctor
- Explore ways to help patients accept the case by using the right words
- Identify verbal and nonverbal cues from patients
- Discuss how to respond to patient questions
- Improve your customer service and communication skills

TWO-SESSION PROGRAM

HOW TO HANDLE THE EMPLOYEE CULTURE THROUGH THE SALE OR PURCHASE OF A PRACTICE

Monday, April 2 & 9

Registration: 5:00 pm, Seminars 5:30-8:30 pm

402 \$199 MDS Dentist/Auxiliary Member

402A \$499 Non-MDS Member

CE Hours: 6 **LECTURE**

Audience: Dentist



Laurie LaBrie, president,
Integrated Human Resources, Inc.



Claudette Rowley, president,
Cultural Brilliance, Inc.

- Discuss how to navigate from ownership and support your team as they transition to a new owner
- Learn how to transition from an associate to an owner and succeed as a manager
- Understand how to work effectively with employees prior to, during, and after the transition
- Create a culture of effective communication, working relationships, and clear expectations
- Transform stress and frustration into opportunities to learn, grow, and coach employees
- Recognize how to strategically create a better office flow as problems are solved

ETHICS, OBLIGATIONS, AND EXPOSURES FOR THE DENTAL PROFESSIONAL

Friday, April 6

Registration: 8:30 am, Seminar: 9:00 am-12:00 pm

406 \$75 MDS Dentist/Auxiliary Member

406A \$105 Non-MDS Member

CE Hours: 3 **LECTURE**

**Audience: Assistant • Dentist
Hygienist • Office Staff**



Vincent P. Dunn, Esq., partner, Hamel, Marcin, Dunn, Reardon and Shea, P.C., with 30 years of trial experience advocating for health care professionals



Raymond K. Martin, DDS, past president, Massachusetts Dental Society, expert witness working with more than 20 New England law firms, and maintains a private practice in Mansfield

- Identify and discuss common ethical concerns of dentists
- Recognize the authorities governing ethical obligations in the dental practice
- Understand the relationship between ethical, regulatory, and legal requirements
- Review business ethics particular to the dental practice
- Discuss emerging issues and challenges presented by advances in technology

RADIOLOGY CERTIFICATION PROGRAM

Thursday, April 12

Registration: 8:00 am, Lecture: 8:30 am-4:30 pm

Lunch is included the day of the lecture session only.

Lecture Session: MDS Headquarters

Saturday, April 14

(Choose one) Clinical Sessions: Boston University Henry M. Goldman School of Dental Medicine

412A \$240 Lecture 4/12 Clinic 4/14 7:30-11:30 am

412B \$240 Lecture 4/12 Clinic 4/14 10:30 am-2:30 pm

CE Hours: 11 **LECTURE/HANDS-ON**

Audience: Assistant • Hygienist



Mary Ellen Sholes, dental radiology technologist, Boston University Henry M. Goldman School of Dental Medicine

LEARNING OBJECTIVES:

- Review the principles of X-ray generation and image formation and intraoral anatomy
- Learn to provide infection control and quality assurance
- Understand intraoral radiographic techniques
- Learn film processing and duplication and digital and panoramic radiography
- Determine how to mount and analyze radiographs
- Provide radiation protection and safety
- Become familiar with ALARA guidelines and state regulations

CLINICAL OBJECTIVES:

- Take and pass a written examination
- Perform satisfactory periapical and bitewing radiographs using the paralleling technique
- Demonstrate how to properly process film and how to mount and label radiographs
- Become familiar with dental occlusal, panoramic, and cephalometric radiographs
- Be able to self-analyze and rectify radiographic technical and processing errors



ACCOUNTS RECEIVABLE PROGRAM

CREATING A PROACTIVE ACCOUNTS RECEIVABLE SYSTEM THAT WORKS!

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

Thursdays, April 5, 12, 19 & 26

Registration: 5:00 pm, Seminar: 5:30-8:30 pm

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|-------------|--------------|-------------------------------------|-----------------------------------|
| 405 | \$399 | MDS Dentist/Auxiliary Member | 4-Session Package |
| 405A | \$699 | Non-MDS Member | 4-Session Package |
| 405B | \$199 | MDS Dentist/Auxiliary Member | Sessions 1 & 2 Package |
| 405C | \$499 | Non-MDS Member | Sessions 1 & 2 Package |
| 405D | \$199 | MDS Dentist/Auxiliary Member | Sessions 3 & 4 Package |
| 405E | \$499 | Non-MDS Member | Sessions 3 & 4 Package |

CE Hours: 12 LECTURE 4-Session Package • 6 LECTURE 2-Session Package

Audience: Assistant • Dentist • Hygienist • Office Staff



Blake Cohen, practice management consultant, Summit Dental Partners, LLC



Nancy Kagan, RDH, founder, Summit Dental Partners, LLC

APRIL 5 • SESSION 1

CREATING A FINANCIAL POLICY THAT WORKS

- Develop a financial style for your practice
- Understand the different types of insurance plans
- Determine the insurance plans and participation that are right for you and your patients
- Evaluate how dental insurance impacts your practice
- Establish a written financial policy for your practice
- Gain effective verbal skills to present your financial policy to your patients

APRIL 12 • SESSION 2

UNDERSTAND PROPER BILLING TECHNIQUES FOR INSURANCE AND PATIENT REIMBURSEMENT

- Understand your patients' insurance benefits and maximize their coverage
- Determine proper data collection for efficient claim submission
- Know how to calculate accurate co-payments
- Learn to monitor unpaid claims
- Be able to post payments correctly

APRIL 19 • SESSION 3

CREATING A PROACTIVE ACCOUNTS RECEIVABLE SYSTEM

- Learn which reports you should be running and how often
- Understand accounts receivable reports
- Create and monitor the accounts receivable protocol
- Measure your results for success

APRIL 26 • SESSION 4

CHECKS AND BALANCES THAT YOU MUST HAVE IN PLACE

- Discuss effective verbal skills for improved patient communication
- Create effective systems to monitor your financials
- Understand how to read reports to monitor your practice
- Discover which reports you need to review daily, weekly, monthly
- Establish accountability measures for everyone
- Be able to protect yourself and your financials

TEAM DYNAMICS IN MEDICAL EMERGENCY PREVENTION AND RESPONSE

Wednesday, April 25 **Registration: 5:00 pm, Seminar: 5:30-8:30 pm**

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| 425 | \$75 | MDS Dentist/Auxiliary Member |
| 425A | \$105 | Non-MDS Member |

CE Hours: 3 **LECTURE**
Audience: **Assistant • Dentist • Hygienist**

- Recognize a medical emergency
- Review preventive measures that can be taken to avoid a medical emergency
- Understand how to react as an effective team
- List the basic items that must be included in an emergency kit
- Discuss the importance of proper documentation



Pamela Donovan, CDA, faculty member, Blackstone Valley Technical High School dental assisting program, and past faculty member, Quinsigamond Community College



Luann Ellsesser, RDH, instructor, dental hygiene and dental assisting programs, Quinsigamond Community College

NEW!

OCCLUSION AND ESTHETIC DENTISTRY: State-of-the-Art Dental Symposium at Gillette Stadium

In Collaboration with the  **METROPOLITAN**
DISTRICT DENTAL SOCIETY

Friday, April 27 **Registration: 8:30 am, Seminar: 9:00 am-5:00 pm**

Lunch and activities included

Location: Optum Field Lounge at Gillette Stadium

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|-------------|--------------|---|
| 427 | \$99 | Early Bird MDS Dentist Member Register by April 2nd |
| 427A | \$149 | MDS Dentist Member |
| 427B | \$199 | Non-MDS Member |
| 427C | \$75 | Auxiliary Member (No Early Bird Discount) |



Chad Anderson, DMD, research instructor, department of prosthodontics and operative dentistry, Tufts University



Gerard Kugel, DMD, PhD, associate dean of research and a professor of restorative dentistry, Tufts University



Noshir Mehta, DMD, associate dean of global relations and senior advisor, craniofacial pain, headache, and sleep center, Tufts University

CE Hours: 6 **LECTURE**
Audience: **Assistant • Dentist**
 Hygienist

- Review core principles of esthetic dentistry related to tooth form and function, tooth position, occlusal function and what you need to know to stay out of trouble
- Describe all-ceramic options for indirect anterior and posterior restorations
- Define digital impression making and chairside CAD/CAM
- Evaluate the advances in adhesive dentistry
- Discuss esthetic case maintenance
- Compare color selection—it's both art and science
- Review the evidence on occlusal concepts currently in vogue
- Understand the role of parafunction and sleep disorders on the longevity of dental stability
- Receive practical and cost-effective information that that can be used immediately in the practice

Sponsored by



26th Annual Dr. Steve Stone Breakfast and Learn

A GROWING EPIDEMIC: HPV-Related Head-and-Neck Cancers in All Genders

Sunday, April 29 **Registration: 8:00 am, Seminar: 9:00 am-12:00 pm**

Breakfast included

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

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|-------------|-------------|------------------------------------|
| 429 | \$55 | MDS Member/Auxiliary Member |
| 429A | \$29 | Student |

CE Hours: 3 **LECTURE**
Audience: **Assistant • Dentist • Hygienist**



Rosie Wagner, DDS, co-chair, Massachusetts Oral HPV Prevention Taskforce, and founder, Smiles By Rosie Family Dentistry in Somerville

- Be familiar with an overview of HPV and related lesions
- Understand transmission of HPV virus and pathophysiology of HPV-related cancers
- Discuss the effectiveness of and recommendations for HPV vaccine and how to refer patients for immunization
- Review tips for educating patients about HPV and HPV vaccination, and gain information on obtaining a toolkit for use in the office setting

The following grants have been applied to this program:



DENTAL OFFICE CONSTRUCTION 101: The Keys to Building a State-of-the-Art Dental Office Without Breaking the Bank

Friday, May 4

Registration: 11:30 am, Seminar: 12:00-2:00 pm

Complimentary light lunch provided by Bank of America Practice Solutions™

504 \$20 MDS Dentist/Auxiliary Member

504A \$105 Non-MDS Member

504B \$5 Student

CE Hours: 2 **LECTURE**

Audience: Dentist • Dental Student



Jimmie Hammon, project manager and equipment specialist, Henry Schein Dental



Matt Kolcum, agent, CARR Healthcare Realty



Greg Whitmer, regional business development officer, Practice Solutions division, Bank of America Practice Solutions™



Bryan O'Sullivan, director, construction for commercial division, Wellen Construction

- Discuss how early planning can lead to a successful practice build-out
- Understand how to use space effectively while gaining efficiencies through the use of technology
- Review construction tips that will lead to a more efficient and cost-effective build-out
- Discover the new trends in dental equipment
- Describe practice financing options and what a lender looks for when qualifying a practice loan
- Identify the right time to build a new office
- Explain how to identify and negotiate the right space for your new dental practice
- Compare tips on lease negotiation and examine why location is so important



The Bank of America Practice Solutions™ grant has been applied to this program.

CONCEPTS IN NONSURGICAL PERIODONTAL THERAPY

Friday, May 11

Registration: 8:30 am, Seminar: 9:00 am-12:00 pm

511 \$75 MDS Dentist/Auxiliary Member

511A \$105 Non-MDS Member

CE Hours: 3 **LECTURE**

Audience: Dentist • Hygienist



Leah MacPherson, RDH, professor, Middlesex Community College, and a recipient of the National Teaching and Leadership Excellence Award

- Review various types of periodontal conditions, including their microbiology and treatment
- Assess a patient's periodontal condition using clinical attachment levels, bone loss, and health history
- Determine a patient's level of periodontal risk
- Review current theories of biofilm and the microbial complexes
- Discuss in understandable terms the host response and the cascade of events that occur during periodontal disease

"OPEN WIDE, IS THERE CANCER INSIDE?"

Wednesday, May 16

Registration: 8:30 am, Seminar: 9:00 am-12:00 pm

407 \$150 MDS Dentist/Auxiliary Member

407A \$225 Non-MDS Member

CE Hours: 3 **HANDS-ON**

Audience: Assistant • Dentist • Hygienist



Mark A. Lerman, DMD, diplomate, American Board of Oral and Maxillofacial Pathology, and associate clinical professor, Tufts University School of Dental Medicine



Tanya A. Wright, DDS, diplomate, American Board of Oral and Maxillofacial Pathology, and assistant professor, department of diagnostic sciences, Tufts University School of Dental Medicine

- List the steps of a head-and-neck examination intended to identify extraoral or intraoral abnormalities
- Clinically distinguish common benign reactive, immune-mediated, and infectious disorders of the oral mucosa from malignant and pre-malignant lesions
- Formulate reasonable differentials based on clinical presentations and histories
- Select appropriate diagnostic techniques for arriving at definitive diagnoses
- Assess when patients are best served with referral to specialists, or when they may be managed locally with immunosuppressive medications or antimicrobial agents
- Compare and perform punch and scalpel biopsy techniques

CDT CODING AND REIMBURSEMENT UPDATE

Friday, May 18 **Registration: 8:30 am, Seminar: 9:00 am-12:00 pm**

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|-------------|--------------|-------------------------------------|
| 518 | \$75 | MDS Dentist/Auxiliary Member |
| 518A | \$105 | Non-MDS Member |

CE Hours: 3 **LECTURE**
Audience: **Assistant • Dentist**
Hygienist • Office Staff



Paul B. Bornstein, DMD, co-founder of Dental Office Consultants, a firm focused on risk management and proper insurance code usage

- Review CDT 2018 changes
- Understand the latest changes and implement the correct uses of the most common insurance codes
- Review helpful tips for risk management and perio billing
- Know what the law requires for the most common codes and X-ray submission
- Be aware of codes that will improve your profit
- Discuss the best narratives and documentation for the most troubling codes

NEW! BOSTON LOCATION

Boston Center for Dental Education at Trinity Dental,
1 Huntington Ave, Unit B, Boston, Massachusetts 02116

ADHESIVE DENTISTRY AND BIOACTIVE MATERIALS

Tuesday, June 12 **Registration: 5:30 pm, Seminar: 6:00-9:00 pm**

Complimentary light dinner included

| | | |
|-------------|--------------|-----------------------------|
| 612 | \$150 | MDS Member/Auxiliary |
| 612A | \$250 | Non MDS Member |

CE Hours: 3 **HANDS-ON**
Audience: **Dentist**



Gerard Kugel, DMD, PhD, associate dean of research and a professor of restorative dentistry, Tufts University School of Dental Medicine and maintains a private practice in Boston

- Understand how to improve bonding techniques
- Discuss why resin bonded restorations and bonding systems are being questioned
- Know how to avoid post-operative problems
- Review recent bonding data
- Gain experience with bioactive materials
- Learn what bioactive materials are and how they work

RISK MANAGEMENT: A Broad-Based Approach

ATTENDANCE AT THIS SEMINAR CAN COUNT TOWARD A 5% DISCOUNT ON YOUR EDIC PROFESSIONAL LIABILITY INSURANCE

Wednesday, June 13 **Registration: 8:30 am, Seminar: 9:00 am-3:30 pm**

Complimentary light lunch included

| | | |
|-------------|--------------|-------------------------------------|
| 607 | \$99 | MDS Dentist/Auxiliary Member |
| 607A | \$150 | Non-MDS Member |

CE Hours: 6 **LECTURE**
Audience: **Assistant • Dentist • Hygienist**



Vincent P. Dunn, Esq., partner, Hamel, Marcin, Dunn, Reardon and Shea, P.C., with 30 years of trial experience advocating for health care professionals



Raymond K. Martin, DDS, past president, Massachusetts Dental Society, and expert witness working with more than 20 New England law firms, and maintains a private practice in Mansfield



Debra K. Udey, risk manager, Eastern Dentists Insurance Company

- Discover what constitutes proper informed consent
- Review the importance of proper recordkeeping
- Identify potential liability issues with websites, blogs, EMRs, and social networking sites
- Understand the differences between administrative and tort law
- Discuss common errors that lead to licensing board disciplinary actions

Dental Auxiliaries, take advantage of the MDS member rate! If you are employed in the office of a MDS member dentist, then membership is FREE!
For more information, contact the Membership Department at 800.342.8747



HUMAN RESOURCE MANAGEMENT PROGRAM

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

Mondays, May 21, June 4, 11, 18, 25
Seminar: 5:30-8:30 pm

| | | |
|-------------|-------|---|
| 521 | \$449 | MDS Dentist/Auxiliary Member (5-Session Package) May 21, June 4, 11, 18, 25 |
| 521A | \$749 | Non-MDS Member (5-Session Package) |
| 521B | \$399 | MDS Dentist/Auxiliary Member (4-Session Package) May 21, June 4, 11, 18 |
| 521C | \$699 | Non-MDS Member (4-Session Package) |
| 521D | \$199 | MDS Dentist/Auxiliary Member (Sessions 1 & 2 Package) May 21, June 4 |
| 521E | \$499 | Non-MDS Member (Sessions 1 & 2 Package) |
| 521F | \$199 | MDS Dentist/Auxiliary Member (Sessions 3 & 4 Package) June 11, June 18 |
| 521G | \$499 | Non-MDS Member (Sessions 3 & 4 Package) |

CE Hours: 15 **LECTURE 5-Session Package**
12 **LECTURE 4-Session Package**
6 **LECTURE 2-Session Package**

Audience: Dentist • Office Staff



Laurie LaBrie, president,
Integrated Human Resources, Inc.



Kathy Pauzé, founder, Pauzé Systems Development, and office administrator, The Center for Pediatric Dental Care, Brookline

MAY 21 • SESSION 1

EMPLOYMENT LAWS AND RISK MANAGEMENT

- Review BORID regulations and uncover requirements to follow when hiring employees
- Identify potential business and employment risks within your practice
- Target areas where risk can be eliminated or minimized
- Establish best human resources practices throughout your business

JUNE 4 • SESSION 2

EMPLOYEE POLICIES AND DOCUMENTATION

- Review a variety of employee manual and office policies
- Establish performance and behavior metrics within your practice
- Develop a written information security policy
- Achieve a general understanding of recent Massachusetts privacy laws

JUNE 11 • SESSION 3

RECRUITING AND RETENTION

- Design effective job descriptions
- Create compelling ads to recruit qualified team members
- Understand the hiring and interview system
- Be familiar with compensation and rewards

JUNE 18 • SESSION 4

PERFORMANCE MANAGEMENT AND TERMINATION

- Appraise performance
- Increase your coaching and discipline skills
- Implement team accountability
- Develop termination proficiency

JUNE 25 • SESSION 5

FINANCIAL SYSTEMS DEVELOPMENT: The Key to Profitability

- Compare overhead benchmarks for your practice
- Be able to control the direction of your practice
- Know the importance of budget management
- Understand what key numbers to monitor

NEW! BOSTON LOCATION

Boston Center for Dental Education at Trinity Dental,
1 Huntington Ave, Unit B, Boston, Massachusetts 02116

THE ART AND SCIENCE OF TOOTH WHITENING

Wednesday, September 5

Registration: 5:30 pm, Seminar: 6:00-9:00 pm

Complimentary light dinner included

| | | |
|-------------|-------|-------------------------------|
| 905 | \$150 | MDS Dentist/Auxiliary Member |
| 905A | \$199 | MDS Member plus one Auxiliary |
| 905B | \$275 | Non-MDS Member |

CE Hours: 3

HANDS-ON

Audience: Dentist • Hygienist

- Understand the science behind tooth whitening
- Review different whitening systems
- Learn how to treat post-whitening sensitivity
- Discuss issues regarding sensitivity
- See live whitening treatment steps and results



Gerard Kugel, DMD, PhD, associate dean of research and a professor of restorative dentistry, Tufts University School of Dental Medicine and maintains a private practice in Boston



Connie Kugel, RDH, has over 20 years of experience in clinical dental hygiene, marketing, education, and research. She is the director of education at the Boston Center for Dental Education

RADIOLOGY CERTIFICATION PROGRAM

Thursday, September 13

Registration: 8:00 am, Lecture: 8:30 am-4:30 pm

Lunch is included the day of the lecture session only.

Lecture Session: MDS Headquarters

Saturday, September 15

(Choose one) Clinical Sessions: Boston University Henry M. Goldman School of Dental Medicine

| | | | | |
|-------------|-------|--------------|-------------|------------------|
| 913A | \$240 | Lecture 9/13 | Clinic 9/15 | 7:30-11:30 am |
| 913B | \$240 | Lecture 9/13 | Clinic 9/15 | 10:30 am-2:30 pm |

CE Hours: 11

LECTURE/HANDS-ON

Audience: Assistant • Hygienist



Mary Ellen Sholes, dental radiology technologist, Boston University Henry M. Goldman School of Dental Medicine

LEARNING OBJECTIVES:

- Review the principles of X-ray generation and image formation and intraoral anatomy
- Learn to provide infection control and quality assurance
- Understand intraoral radiographic techniques
- Learn film processing and duplication and digital and panoramic radiography
- Determine how to mount and analyze radiographs
- Provide radiation protection and safety
- Become familiar with ALARA guidelines and state regulations

CLINICAL OBJECTIVES:

- Take and pass a written examination
- Perform satisfactory periapical and bitewing radiographs using the paralleling technique
- Demonstrate how to properly process film and how to mount and label radiographs
- Become familiar with dental occlusal, panoramic, and cephalometric radiographs
- Be able to self-analyze and rectify radiographic technical and processing errors

MANAGEMENT OF OBSTRUCTIVE SLEEP APNEA IN DENTAL PRACTICE

Friday, September 28

Registration: 9:30 am, Seminar: 10:00 am-1:00 pm

| | | |
|-------------|-------|------------------------------|
| 528 | \$75 | MDS Dentist/Auxiliary Member |
| 528A | \$105 | Non-MDS Member |

CE Hours: 3

LECTURE

Audience: Assistant • Dentist • Hygienist



Leopoldo Correa, BDS, diplomate of the American Board of Dental Sleep Medicine, associate professor, division head, dental sleep medicine, and director, Dental Sleep Medicine Fellowship Program

- Comprehend the pathophysiology of obstructive sleep apnea (OSA)
- Gain an understanding of the use of screening questionnaires
- Discuss an overview of diagnosis and treatment options
- Understand the use, designs, mechanism of action, and side effects of mandibular advancement devices
- Be familiar with clinical guidelines and protocols for the management of OSA patients with MADs



FRONT OFFICE MANAGEMENT PROGRAM

Thursdays, September 6, 13, 20, 27
Seminar: 5:30-8:30 pm

906C \$399 MDS Dentist/Auxiliary Member

906D \$699 Non-MDS Member

CE Hours: 12

LECTURE

Audience:

Dentist • Office Staff



Nancy Kagan, RDH, founder of Summit Dental Partners, LLC



Pamela Dembski Hart, principal, Healthcare Accreditation Resources



Kathy Pauzé, founder, Pauzé Systems Development, and office administrator, The Center for Pediatric Dental Care, Brookline



Marissa Thompson, RDH, practice management consultant and hygiene consultant, Summit Dental Partners, LLC

SEPTEMBER 6 • SESSION 1

Part 1: DENTAL TERMINOLOGY AND DENTAL CODING

- Understand dental procedures and their respective ADA codes
- Learn how dental charting enhances your ability to properly post services and submit claims
- Implement coordination between the clinical staff and the administrative team to make this process seamless

Part 2: HIPAA

- Define the privacy officer's responsibilities
- Review security standards and administrative overview
- Be familiar with key HIPAA requirements

SEPTEMBER 13 • SESSION 2

DENTAL INSURANCE

- Review various plans and how to coordinate benefits
- Understand the claim submissions and payment process
- Learn about pre-treatment estimates
- Discuss case presentations

SEPTEMBER 20 • SESSION 3

SCHEDULING AND BILLING

- Discover how to create systems for re-care, finance, time management, and marketing and sales
- Understand principles of scheduling for maximizing productivity
- Develop a clearly stated financial policy
- Discuss re-care and pre-booking

SEPTEMBER 27 • SESSION 4

TELEPHONE SKILLS, COMMUNICATION, AND CUSTOMER SERVICE

- Improve communication and customer service
- Discuss verbal skills
- Review new patient management
- Explain exceptional service techniques and service recovery

HOLYOKE LOCATION

Delaney House, 3 Country Club Road, Holyoke, MA 01040

A GROWING EPIDEMIC: HPV-Related Head-and-Neck Cancers in All Genders

Wednesday, October 3

Registration: 1:30 pm, Seminar: 2:00-5:00 pm

Complimentary light hors d'oeuvres

1003 \$75 MDS Dentist/Auxiliary Member

1003A \$105 Non-MDS Member

CE Hours: 3

LECTURE

Audience:

Assistant • Dentist • Hygienist

- Be familiar with an overview of HPV and related lesions
- Understand transmission of HPV virus and pathophysiology of HPV-related cancers
- Discuss the effectiveness and recommendations for HPV vaccine and how to refer patients for immunization
- Learn signs and symptoms of HPV-related oropharyngeal cancer
- Be able to perform a thorough oral cancer screening for both squamous cell carcinoma and oropharyngeal cancer and how to teach patients to perform self-screenings
- Review tips for educating patients about HPV and HPV vaccination and information on obtaining a toolkit for use in the office setting



Rosie Wagner, DDS, co-chair of the Massachusetts Oral HPV Prevention Taskforce and founder, Smiles By Rosie Family Dentistry in Somerville

TWO-SESSION PROGRAM • DENTAL INSURANCE 101:

"How can I explain dental insurance to my patients when I don't understand it myself?"

Thursdays, October 18 and 25

Registration: 5:00 pm, Seminar: 5:30-8:30 pm

1018 \$199 MDS Dentist/Auxiliary Member

1018A \$499 Non-MDS Member

CE Hours: 6

LECTURE

Audience:

Dentist • Office Staff



Blake Cohen, practice management consultant, Summit Dental Partners, LLC



Marcia Richter, key account manager, PreViser Corporation



Nancy Kagan, RDH, founder, Summit Dental Partners, LLC

OCTOBER 18 • SESSION 1

- Understand insurance basics
- Create an effective financial policy
- Discuss successful communication tools that work
- Review how to navigate the insurance websites
- Know what information to gather and why
- Explain how to utilize your dental software for insurance management
- Define a consistent protocol for eligibility and benefit checking

OCTOBER 25 • SESSION 2

- Describe how to calculate your patient co-payments with confidence
- Role-play for effective verbal skills for collecting patient co-payments
- Understand how to submit claims right the first time
- Discuss electronic vs. paper claims
- Create a protocol for claim follow-up
- Identify how to post insurance payments correctly

PREPARING TO SELL OR PURCHASE A DENTAL PRACTICE

Friday, October 26

Registration: 11:30 am, Seminar: 12:00-2:00 pm

Complimentary light lunch provided by Bank of America Practice Solutions™

1026 \$20 MDS Dentist/Auxiliary

1026A \$105 Non-MDS Member

1026B \$5 Student

CE Hours: 2

LECTURE

Audience:

Dentist • Dental Student

- Determine how to calculate the equity in your practice
- Know how to invest in your practice to increase value
- Discuss how to organize financials for the sale
- Develop a plan for an exit strategy
- Avoid the pitfalls of buying or selling a practice in today's market
- Investigate tax issues and financial planning tied to buying or selling



Tyler Russell, practice transition consultant, Henry Schein Dental



Caitlin O'Rourke, vice president, Practice Solutions division, Bank of America Practice Solutions™

Bank of America

The Bank of America Practice Solutions™ grant has been applied to this program.

SATISFY THE BORID AND STATUTORY BIENNIAL REQUIREMENTS ALL IN ONE DAY AND SAVE

Wednesday, October 17, 2018

| | | |
|--------------|-------|---|
| 1017 | \$120 | MDS Dentist/Auxiliary Member (CPR/IC Package) |
| 1017A | \$225 | Non-MDS Members (CPR/IC Package) |
| 1017B | \$120 | MDS Dentist/Auxiliary Member (CPR/IC/Pain Management Package) |
| 1017C | \$245 | Non-MDS Members (CPR/IC/Pain Management Package) |

AMERICAN HEART ASSOCIATION: BLS for Healthcare Providers

Registration: 8:00 am, Seminar: 8:30 -11:30 am

| | | |
|--------------|-------|------------------------------|
| 1017D | \$95 | MDS Dentist/Auxiliary Member |
| 1017E | \$195 | Non-MDS Member |

CE Hours: 3

WORKSHOP

Audience:

Dentist • Hygienist

Assistant • Office Staff



Kelly Hartman, MEd, certified CPR/AED/first aid instructor and trained BLS instructor

- Become BLS (Basic Life Support) for Healthcare Provider certified or re-certified

Certification: American Heart Association two-year BLS Healthcare Provider card

Workbook will be available for purchase

INFECTION CONTROL, CDC & OSHA: “Just tell me what I need to do!”

Registration: 11:30 am, Seminar: 12:00 -2:00 pm

| | | |
|--------------|-------|------------------------------|
| 1018F | \$50 | MDS Dentist/Auxiliary Member |
| 1018G | \$105 | Non-MDS Member |

CE Hours: 2

LECTURE

Audience

Assistant • Dentist • Hygienist



Steve Marble, national sales and infection control trainer, SciCan

- Gain a better working knowledge of the CDC Dental Guidelines and the OSHA Bloodborne Pathogens Standard and the 2003 CDC Dental Guidelines
- Identify common pathogens encountered in the dental office, and how to break the chain of infection
- Discuss ways to safely and efficiently reprocess dental instruments and manage infectious waste
- Understand dental unit water-line testing and treatment
- Be aware of common infection control violations

The SciCan grant has been applied to this program.



PAIN MANAGEMENT FOR THE DENTIST – Free for MDS Members!

Registration: 2:00 pm, Seminar: 2:30-4:30 pm

| | |
|--------------|--|
| 1017H | Complimentary for MDS Dentist/Auxiliary Member |
| 1017I | \$105 Non-MDS Member |

CE Hours: 2

LECTURE

Audience:

Dentist




David A. Keith, BDS, DMD, professor, oral and maxillofacial surgery, Harvard School of Dental Medicine

- Summarize the national and local opioid crisis
- Discuss the diagnosis of acute and chronic orofacial pain conditions and the effective pain management strategies for each diagnosis
- Evaluate the risks, benefits, and alternatives of a wide variety of pain medications including the risks of abuse and addiction associated with opioid medications
- Define the role of the dentist in pain management
- Identify simple risk assessment strategies for use in the dental office
- Discuss ways to identify and promote interdisciplinary management of patients at risk for substance abuse disorders
- Explain ways to counsel patients about the side effects, addictive nature and proper storage and disposal of prescription medications
- Identify appropriate prescription quantities for prescription medications that have an increased risk of abuse
- Discuss 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
- Explain the use and interpretation of the Prescription Awareness Tool
- Provide a list of resources for the above objectives

NEW!

OCCLUSION AND ESTHETIC DENTISTRY:

State-of-the-Art Dental Symposium at Gillette Stadium

In Collaboration with the  **METROPOLITAN**
DISTRICT DENTAL SOCIETY

Friday, April 27

Registration: 8:30 am, Seminar: 9:00 am-5:00 pm

Lunch and activities included

Location: Optum Field Lounge at Gillette Stadium

427 \$99 Early Bird MDS Dentist Member

Register by April 2nd

427A \$149 MDS Dentist Member

427B \$199 Non-MDS Member

427C \$75 Auxiliary Member
(No Early Bird Discount)

CE Hours: 6

Audience:

**Assistant • Dentist
Hygienist**

- Review core principles of esthetic dentistry related to tooth form and function, tooth position, occlusal function and what you need to know to stay out of trouble

- Describe all-ceramic options for indirect anterior and posterior restorations
- Define digital impression making and chairside CAD/CAM
- Evaluate the advances in adhesive dentistry
- Discuss esthetic case maintenance

- Compare color selection—it's both art and science
- Review the evidence on occlusal concepts currently in vogue
- Understand the role of parafunction and sleep disorders on the longevity of dental stability
- Receive practical and cost-effective information that that can be used immediately in the practice



Chad Anderson, DMD, research instructor, department of prosthodontics and operative dentistry, Tufts University



Gerard Kugel, DMD, PhD, associate dean of research and a professor of restorative dentistry, Tufts University



Noshir Mehta, DMD, associate dean of global relations and senior advisor, craniofacial pain, headache, and sleep center, Tufts University

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